

NOT GUILTY, NOT GUILTY

Jury Acquits Simpson of Both Murders

By Nell Hederson
Washington Post Service

O. J. Simpson was freed on Tuesday after a jury in Los Angeles found him not guilty of murdering his former wife, Nicole Brown Simpson, and her friend Ronald L. Goldman, ending a marathon trial that transfixed the United States for months.

Winning and whispering "Thank you, thank you," Mr. Simpson, who spent the last 15 months in jail, smiled weakly at the jury and embraced his defense lawyers as Judge Lance A. Ito ordered him "transported to an appropriate sheriff's facility and released forthwith."

The verdict brought to a sudden end the "Trial of the Century," which had grown over more than a year to a form of national media addiction, mesmerizing millions of television viewers, dominating news coverage and provoking widespread debate about issues of domestic violence, racism, the jury system and police misconduct.

The predominantly black and female jury reached its swift conclusion in less than four hours of deliberations on Monday after bearing nine months of testimony, including more than 100 witnesses and impassioned pleas from prosecutors and defense lawyers to "do the right thing."

Under the U.S. Constitution, California cannot try Mr. Simpson again for the murders, even if new evidence emerges. The Fifth Amendment prohibits prosecuting someone twice for the same offense. The prosecution also cannot appeal the not-guilty verdicts, although the defense could have if Mr. Simpson had been convicted.

Relatives of the murder victims appeared stunned by the verdicts, some weeping in anguish.

Nicole Simpson's parents and three sisters sat stoic-faced in their courtroom seats, while Mr. Goldman's sister and stepmother hung their heads and cried, collapsing into the arms of his father, Frederick Goldman, who stared straight ahead and gently stroked his daughter's hair.

Mr. Simpson's oldest son, Jason, doubled over, weeping into his hands, while his

aunts and sister wiped away tears of relief and raised their eyes as if in silent prayer.

Mr. Simpson's lead attorney, Johnnie L. Cochran Jr., slapped his client's back in exultation as he heard the verdict read. The prosecutors — Marcia Clark, Christopher Darden and William Hodgman — stared blankly at the jury, which had flatly rejected their elaborate case.

In a statement read to reporters by Jason Simpson an hour after the verdict, O. J. Simpson said, "I am relieved that this part of the incredible nightmare that occurred June 12, 1994, is over."

With his acquittal, Mr. Simpson said, "I will pursue as my primary goal in life the killer or killers who slayed Nicole and Mr. Goldman. ... They are out there somewhere. ... I would not, could not and did not kill anyone."

When the verdict was announced, crowds of Mr. Simpson's supporters erupted into victory cheers outside the besieged courtroom in downtown Los Angeles.

Mr. Simpson initially left the jail with a police escort, but it quickly peeled off as he headed for his Brentwood home.

Mr. Simpson, a former football superstar who had made a second career as an actor and commercial spokesman, had lived almost entirely in his jail cell and Judge Ito's well-known courtroom since June 17, 1994, when he was arrested after a nationally televised slow-speed freeway chase in Los Angeles few days after the killings.

Mr. Cochran said during the trial that if he were acquitted, Mr. Simpson would want to spend an extended period out of public view, but would eventually emerge to thank his supporters and to answer questions "in an appropriate forum."

Mr. Simpson's lawyers had been working for several months on plans for the aftermath of the trial, including negotiations toward a pay-per-view victory interview and celebration.

The verdicts leave Mr. Simpson a com-

See VERDICT, Page 2

Blacks Rejoice, but Whites Are Dismayed By Verdict

By Brian Knowlton
International Herald Tribune

WASHINGTON — As O. J. Simpson became a free man for the first time in 474 days, the victory whoops and congratulatory words from his friends and defense lawyers Tuesday clashed jarringly on the nation's television screens with expressions of pained shock and incomprehending dismay from the victims' families and their backers.

"Last June 13th, '94, was the worst nightmare of my life," said Fred Goldman, father of Ronald L. Goldman, who was viciously slashed to death along with Mr. Simpson's former wife, Nicole. "This is the second."

Faye Resnick, a friend of Nicole Brown Simpson, said: "Nicole was right. She said he was going to kill her and get away with it."

But a jubilant Simpson family thanked God and Mr. Simpson's lawyers for the verdict. "I just feel like standing on top of this table and dancing the jig," said Eunice Simpson, the former football star's mother.

Predictably, lawyers differed as to

whether, in the end, reason or emotion had prevailed.

There was an explosion of delight in some black communities. Generally, reaction followed racial lines. Opinion polls had found far greater belief in Mr. Simpson's innocence among blacks than among whites.

"There's a great deal of joy in this community," said John W. Mack, president of the Los Angeles branch of the Urban League, a predominantly African-American group. "This demonstrates that there is a chance for the system to work."

At Howard University in Washington, where scores of law students, most of them black, had gathered to watch the outcome of the trial, people jumped to their feet, screaming in jubilation when it became clear that Mr. Simpson would go free.

When ovens reached hundreds of diners in the packed lunchrooms at the Varsity fast-food restaurant in Atlanta, black men and women erupted in cheers and applause while nearby whites sat stony-faced.

Lawyers in the case differed predictably on whether the jury's finding was based on emotion or what the prosecution liked to

See FAMILIES, Page 6



O. J. Simpson, left, reacting with joy as he is found not guilty. Behind him is Johnnie L. Cochran Jr., his chief lawyer.

The Old Message: One Land, 2 Nations

By Richard Cohen
Washington Post Service

WASHINGTON — "You are the ones who send the message," Johnnie L. Cochran Jr. told the O.J. Simpson jury in his summation.

Well, on Tuesday that message was received and it was, when you thought about it, nothing new. The Kerner Commission had a similar message back in 1968 after the urban riots of the time.

COMMENTARY

We are two nations, black and white. On Tuesday, one celebrated Mr. Simpson's exoneration while the other did not.

The polls told a sad tale. Among whites, 64 percent were convinced of his guilt. Among blacks, the figure was 12 percent. An overwhelming number of whites (74 percent) thought Mr. Simpson was getting a fair trial. Among blacks only 45 percent thought so — although probably many more do now.

These numbers, and what was heard on the street, simply said that blacks and whites looked at the same trial and saw things

entirely differently. At the verdict, whites gasped and blacks cheered.

But those polling figures, as bad as they may seem, didn't really tell half the story. Mr. Simpson, after all, was an unlikely figure to wind up so racially polarizing.

When he was first arrested, he was derided by some black commentators as virtually white. He had married a white woman, for one thing. He was rich and well-connected, for another. Yet, in the end, Mr. Simpson stood at the very center of America's racial divide — whites on one side, blacks on another.

The jury has yet to be heard from. Given the length of its service, its members are entitled to their book contracts or whatever goodies they expect. They might well say that race had nothing to do with their verdict, but I doubt it.

My guess is that Mark Fuhrman, the Los Angeles detective, lost the case for the prosecution. On tape, the jury heard him say the word "nigger" and that might well have been that. The seemingly fictional character the defense had created — the racist and corrupt cop out of a bad novel — had turned out to be

See RACE, Page 6

Americans Bridle at Republican Social Cuts

By Ann Devroy
Washington Post Service

WASHINGTON — Americans have grown increasingly sour on the direction the Republican Congress is taking the country after months of partisan battles in Washington over major social programs, according to a new Washington Post-ABC News poll.

The poll shows that President Bill Clinton and the Democrats have scored strong points with an old tactic against the Republicans: suggesting that the party will shred the safety net of social programs that has protected many vulnerable and middle-class Americans.

Concern over Republican plans for programs such as Medicare and the Social Security retirement system is deep enough that for the first time since the Republicans took control of Congress, the public trusts President Clinton more than it does Republicans to handle the nation's main problems.

On perhaps the biggest public policy battle of the fall, large majorities of Americans say they oppose Republican plans to change Medicare, the health program for the elderly, or cut the rate of spending on the program.

One public figure seemed above the fray: General Colin L. Powell. The former chairman of the Joint Chiefs of Staff, enjoying an avalanche of publicity from his memoirs, is more popular in this country than the Pope, the poll shows.

General Powell, who has said he will not decide whether to run for president until November, would beat Mr. Clinton by 9 points in a two-man race, the poll shows.

But Mr. Clinton, whose approval ratings remained steady in the poll, and whose handling of foreign affairs recently has won more favor, would lead Senator Bob Dole of Kansas, the front-runner for the Republican presidential nomination, by 10 points if they were the only candidates on the ballot.

The poll showed that a majority of Americans would like another choice, and 62 percent said they would support the formation of a third party. Mr. Clinton held a slight edge in a three-way race among him, Mr. Dole and General Powell.

While there was some good news for Republicans in the survey of 1,530 adults conducted from Sept. 28 to Oct. 1, the results point to a serious decline in the public esteem the Republicans enjoyed when they took over Congress in January.

Strategists of both parties suggest that is a result of Democrats relentlessly attacking Republican proposals. See POLL, Page 6

AGENDA

Drought Slashes Russia Grain Output

MOSCOW (AP) — Devastated by drought, Russia's grain harvest in 1995 will be the worst in 30 years, Agriculture Minister Alexander Nazarchuk said Tuesday.

Mr. Nazarchuk said the harvest is likely to total only 65 to 66 million tons, down 19 percent from 81.3 million tons last year.

Overall, Mr. Nazarchuk said, agricultural production will be down 10 percent this year from 1994. He said 26 million hectares (64 million acres) of crops were hit by the drought in European Russia this summer.

He forecast the 1996 grain harvest at 77 million tons, according to preliminary estimates — roughly even with the predrought forecast for this year's harvest.

THE AMERICAS Page 3
Castro Plans U.S. Visit

ASIA Page 4
Growing Anger at France

EUROPE Page 5
Celebrations in Germany

INTERNATIONAL Page 6
Bosnians Violate Truce Zone

Car Bomb Seriously Wounds the President of Macedonia

The Associated Press

SKOPJE, Macedonia — President Kiro Gligorov, who led Macedonia to independence four years ago, was seriously wounded Tuesday by a car bomb that killed his driver and could bring new turbulence to the Balkan republic.

Mr. Gligorov, 78, was reported to have lost his right eye in the explosion.

France and neighboring Yugoslavia sent doctors to assist in removing shrapnel from his head in hours of surgery, hospital officials said.

"For now, Gligorov's life is not in danger," the police reported. But doctors not-

ed that any head injury is serious for a man of Mr. Gligorov's age.

The assassination attempt was made as Macedonia, an impoverished nation of 2 million, seemed headed for more stability and better relations with its neighbors.

Greece agreed last month to end a crippling economic blockade. Just Monday, Mr. Gligorov was in Belgrade on his first official visit and said Macedonia and neighboring rump Yugoslavia could recognize each other as early as November.

The timing of the car bomb prompted local media to blame extreme nationalists, who have a long history of terrorism in this

unstable region. In Greece, scheduled Greek-Macedonian talks went ahead despite the attack.

The police said that in addition to the death of the president's driver, his security officer and five pedestrians were wounded when the remote-control bomb exploded.

Twenty kilograms (44 pounds) of explosives were packed into the trunk of an old Citroën car and Mr. Gligorov's armored Mercedes took the brunt of the blast.

Television film showed the car with its front right door ripped open and the rear right door closed but penetrated by metal shards.

Witnesses at the scene said most windows as high as the ninth floor on nearby buildings had been shattered by the explosion.

The site is about 100 meters from Mr. Gligorov's offices. The president's route to work is well known and traffic often slows his car where the bomb exploded. A small car ahead of the presidential limousine was reported to have deliberately slowed Mr. Gligorov's car before the explosion.

The police said two suspects had been arrested, but their identities were not

See BALKANS, Page 6

East and West, Economic Jitters Shake the Germans

By Alan Cowell
New York Times Service

STIEBSBURG, Germany — Angelika Kiefer is not quite sure how many playgrounds there are for her four children in this cozy village near the border with France, but she knows there are enough, along with the kindergarten and the after-school gym club, the piano lessons and the dance class.

Dietmar Gabler surveys a different landscape. A world away, at Forst on the border with Poland, closed textile plants stand near ruined bridges on the Neisse River. Kindergarten places, once guaranteed, are scarce. There are not many jobs, either, and they were once guaranteed, too.

For all that, five years after Germany's reunification on Oct. 3, 1990, the Kiefers and the Gablers boast the same badges of comfort — large televisions, multideck stereo systems, amply stuffed sofas — that have become

the emblems of German affluence. Between them, they mirror not only the hopes and hurts of unification, but also the troubling question that goes far beyond it: has Germany's affluence peaked?

Even with unity's high costs, Germans are still renowned as the Europeans with the strongest currency, the shortest work week, the longest vacations, the fastest cars and the broadest web of health care and social services.

But German officials and people like Mrs. Kiefer are increasingly beginning to question whether the once unquestioned rise to well-being has reached some kind of zenith.

Returning to a familiar theme in Berlin the other day, Chancellor Helmut Kohl said Germans needed a new sense of innovation, a return to the thrust of the 1950s and '60s that produced the vaunted economic miracle of postwar revival.

Gerhard Schröder, the governor of Lower Saxony and

a former economics spokesman for the opposition Social Democrats, said that Germany's welfare state "has reached its peak" and that "the maintenance of the status quo will be a big challenge."

And, said Günter Albrecht, an economist at the Association of German Chambers of Industry and Commerce in Bonn, "the big question that affects us is whether we are committed enough to make the effort to preserve our well-being."

For her part, Mrs. Kiefer said: "We live very well. We aren't doing badly. But will it get better? I don't think so."

At issue are economic factors — global competition, high labor costs, crushing taxation and Europe's costliest welfare state — that have forced the Germans to consider changes once unthinkable.

"We are talking about things that would have been taboo just two or three years ago: cuts in social security,

See GERMANY, Page 6

Newsstand Prices

Andorra.....10.00 FF	Luxembourg.....65 L. Fr
Antilles.....12.50 FF	Morocco.....14 Dh
Cameroon 1,800 CFA	Catal.....1,300 Ptas
Egypt.....E.P. 5000	Finland.....12.50 FF
France.....10.00 FF	Saudi Arabia 10.00 R.
Gabon.....1,100 CFA	Senegal.....1,100 CFA
Greece.....350 Dr.	Spain.....225 Ptas
Italy.....2,800 Lire	Tunisia.....1,250 Din
Ivory Coast 1,250 CFA	Turkey.....T.L. 55,000
Jordan.....1,250 JD	U.A.E.....10.00 Dirh
Lebanon.....U.S.S. 1.50	U.S. Mil. (Eur.).....\$1.20

M 0132 - 1004 - 10.00 F



Dow Jones	Trib Index
Down 11.56	Down 0.07%
4749.70	125.27
The Dollar	
New York	Tues. close previous close
DM	1.439 1.4285
Franc	1.5835 1.59
Yen	101.475 100.375
FF	4.958 4.9268

Opinion Pages 8, 9 Sports Pages 26, 27

Books Page 9 Crossword Page 27

International Classified Page 4

THE AMERICAS

Pope, on 4th Visit To U.S., Is Ready To Scold a Little

By Daniel Williams
Washington Post Service

VATICAN CITY — Pope John Paul II, fitter than he has been for months, will arrive Wednesday on his fourth papal visit to the United States prepared to take on a country he regards both as a positive moral force and a sometimes moral rival to Vatican teachings.

During the Cold War, in the intense media coverage of this most visible of all pontiffs, less attention was paid to his concerns about the West in general and the United States in particular: moral laxity, economic injustice, cultural imperialism.

But with the Cold War ended, issues that seemed perpetually in the background have moved to the forefront. "The concerns about the West were always there, but always obscured during the Cold War," said Joaquin Navarro-Valls, the chief Vatican spokesman. "And now, maybe the Pope has picked up the pace a little bit on these issues."

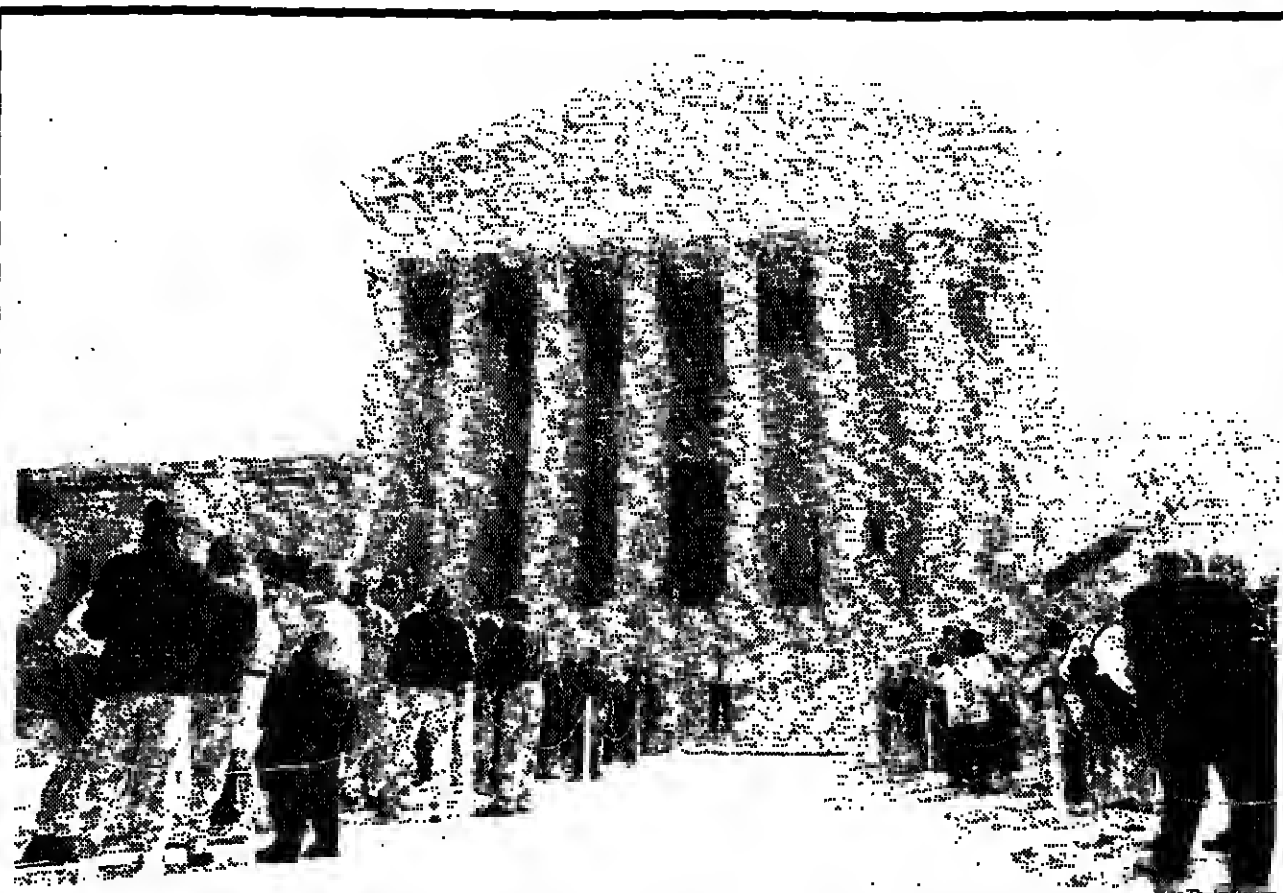
The Pope has grown to admire Americans for their generosity, their dynamism and the role civic rights played in the building of the nation, Vatican officials say. But, they add, he is troubled by several positions held by many Americans on issues ranging from sexual mores to economic equality.

And while such conflicts also exist with wealthy European countries, the pontiff regards the United States, with its worldwide influence, as far more able to spread its ways than other Western powers, and to some extent, than even the Roman Catholic Church.

He will mix encouragement and scolding to Americans, and Roman Catholics in particular. He will urge Americans to fulfill values he regards as basic to their stated belief in freedom and human rights, Vatican officials say. But he will also bare his opposition to what he calls the "culture of death," exemplified, in his view, by general moral confusion, indifference toward poverty, acceptance of euthanasia and the experimentation on human embryos and defense of the "unspeakable crime" of abortion.

Vatican officials, worried that the Pope could be perceived to be taking sides in domestic politics, are quick to point out that his positions as a whole are sure to make conservatives at least as uneasy as liberals. They point out that he opposes cuts in social spending, is critical of the poverty in free-market societies and opposes the death penalty.

"The pope is not eager to enter a domestic political discussion," Mr. Navarro said gingerly. "But he is willing to supply ethical reflections to guide political thinking."



COURT IN SESSION — Visitors lining up outside the Supreme Court in Washington for the start of the term.

Kasparov Whips Anand to Take A 2-Game Lead

New York Times Service

NEW YORK — The downfall of a contender for the world chess championship goes like this. First come second-rate moves that create problems. Then agonizing over the problems produces tension, which produces errors. Then the opponent lights up the board with explosive power.

This was Viswanathan Anand's misfortune on Monday in Game 13 of his match against the champion, Garry Kasparov.

With seven games to go, Mr. Kasparov leads 7.5 to 5.5. The victor wins \$1 million.

GAME 13

SICILIAN DEFENSE			
White	Black	White	Black
Anand	Kasp.	Anand	Kasp.
1. e4	c5	14. Bc4	Qb6
2. Nf3	d6	15. Bxg7	Kxg7
3. d4	cd	16. d3	Be6
4. Nd4	Nf6	17. Nd5	Bxd5
5. Nc3	g6	18. ad	d5
6. Bc3	Bg7	19. de	d5
7. Qd2	Nc6	20. Be2	c4
8. f3	0-0	21. c3	Rc8
9. Bc4	Bd7	22. bc	Rxg6
10. h4	h5	23. Kf1	Rf6
11. Bb3	Rc8	24. Bg3	dc
12. Bxc6	bc	25. Bxc4	Ne4
13. Bf6	c5	26. Resigns	

Castro Plans U.S. Visit for UN Session

By Thomas W. Lippman
Washington Post Service

WASHINGTON — President Fidel Castro of Cuba plans to make his first visit to the United States in 16 years later this month, going to New York to attend the 50th anniversary festivities at the United Nations and address the General Assembly, according to U.S. and Cuban officials.

The Clinton administration

is prepared to grant him a visa despite objections from anti-Castro members of Congress, including the Senate majority leader, Bob Dole, Republican of Kansas. They fear that Mr. Castro will use the occasion to lobby for an end to the U.S. economic embargo on Cuba and to seek foreign investment.

Administration officials said that issuing Mr. Castro a visa did not represent any change in

U.S. policy toward the Cuban government. As the United Nations' host country, the United States is required to permit entry to virtually any representative of a member government, they said.

More than two dozen members of the House asked the administration to deny a visa on the grounds that Cuba is on the State Department's list of five countries that sponsor international terrorism. But administration officials said there was no legal basis for denying Mr. Castro permission to enter the United States.

As with any visitor from a hostile country, officials said, Mr. Castro can expect to be confined to a 25-mile (40-kilometer) radius of Manhattan.

The last time Mr. Castro visited, in 1979, he mostly stayed inside Cuba's UN mission, apparently because of security concerns.

Away From Politics

President Bill Clinton ordered the government to devise a system to compensate victims or families of victims of secret Cold War-era radiation tests.

The Gulf Coast from Louisiana to the Florida Panhandle was put under hurricane watch as the hurricane designated Opal inched northward. In its wake,

heavy winds, high surf and floods left at least 10 people dead in Mexico. Forecasters said Opal wasn't expected to hit the U.S. mainland for another day. (AP)

The Supreme Court has quickly picked up where it left off in late June by again cutting back on the reach of the Voting Rights Act. In a brief ruling, the court said states with a large population of blacks and Latinos need not always create a "majority-minority" electoral district

to satisfy the law. The 8-1 decision is the latest sign that states will no longer be under legal pressure to create electoral districts that elect minorities to Congress, the state legislature, county councils or school boards. (LAT)

Lower fat diets slowed the spread of human prostate cancer injected in mice, researchers at New York's Sloan-Kettering Cancer Center reported on Tuesday. (Reuters)

POLITICAL NOTES

Left and Right Join to Block Bill

WASHINGTON — Broad new counterterrorism legislation that was considered certain to become law earlier this year has been derailed by an unusual coalition of conservative Republicans and civil-libertarian Democrats in the House of Representatives.

In June, less than two months after the bombing of the federal building in Oklahoma City, the legislation sailed through the full Senate and the House Judiciary Committee with little opposition. It had been pushed by President Bill Clinton and endorsed by Republican and Democratic leaders in both chambers.

But since then the legislation has stalled, a casualty of a political mood swing in Congress. Hearings in August and September about the deadly standoffs by federal agents with the Branch Davidian cult near Waco, Texas, and a white separatist, Randall C. Weaver, at Ruby Ridge in Idaho, have nurtured a new skepticism, particularly among conservative Republicans and newer lawmakers who are reluctant to hand over broad new powers to law-enforcement officials, as the legislation would.

"Since the Oklahoma City bombing, we've had hearings on Waco and Ruby Ridge which demonstrate the ability of the federal government to overreach," said Laura Murphy, director of the Washington office of the American Civil Liberties Union. "The thinking, which has crossed party lines, is that if law enforcement can do these things without a counterterrorism bill, imagine what would happen with one."

Republican aides in the House said the legislation had not been introduced on the floor in recent weeks because their private counts showed it would be defeated. The only hope now for passage would be for a sharply scaled-back version.

A senior administration official who has worked on the legislation said: "The politics of crime and terrorism are a little weird right now. You now have the far left and the far right meeting around the back of the middle." (NYT)

Democrats Quit Medicare Panel

WASHINGTON — House Democrats, charging that the Republican Medicare plan would pile unexpected costs on beneficiaries, stormed out of a Commerce Committee meeting after the committee chairman, Thomas J. Bliley Jr., Republican of Virginia, repeatedly gavelled down their demands for a week of congressional hearings on the proposal.

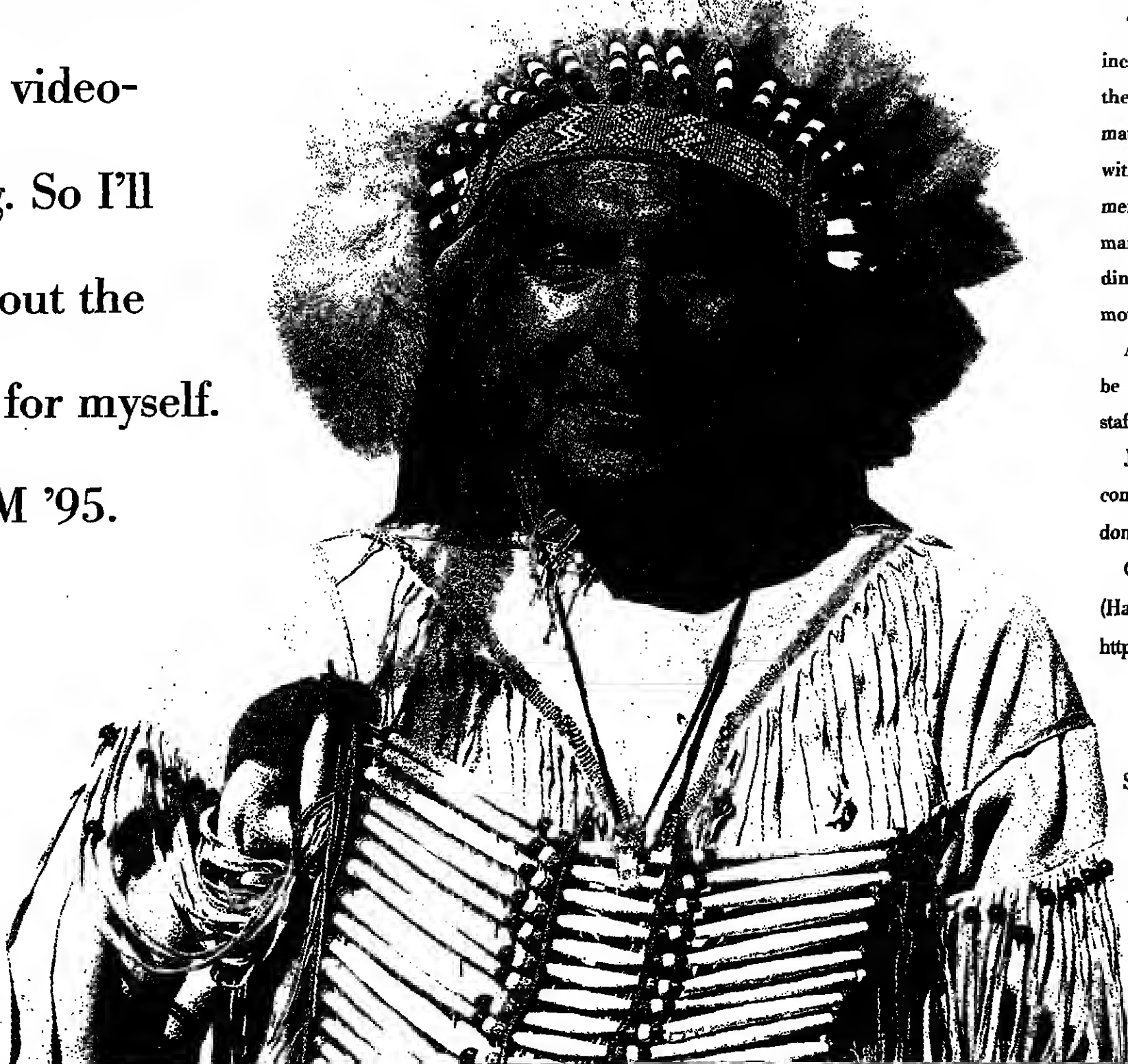
Representative John D. Dingell, Democrat of Michigan, who organized the walkout, accused Mr. Bliley of trying to ram through the bill before committee members had a chance to review its details. Republican leaders released the bill Friday and scheduled action for next week by the Commerce and Ways and Means committees before bringing the bill to the floor.

"The Democratic members of the committee see no reason to participate further in this charade, which will rob seniors of their health care," Mr. Dingell said. Democrats are attempting to force delays in hopes of turning public opinion against the Republican proposal. (WP)

Quote / Unquote

President Clinton, calling domestic violence an "American issue," not just a women's issue, and directing federal agencies to run programs throughout the federal government to raise awareness of the problem: "This is a children's problem and it's a man's problem. The days of men using physical violence to control the lives of their wives, their girlfriends, their children, are over." (WP)

The Great Spirit guides my people, but he can't advise about video-conferencing. So I'll be checking out the new systems for myself. At TELECOM '95.



This October, in Geneva, IBM will be putting on some spectacular presentations at TELECOM '95.

They will take the form of six incredible displays, bringing together live presentations and dramatic technology demonstrations with our experts as the performers. They'll cover topics from marketing on the net to downloading video from the top of a mountain.

And, equally importantly, you'll be able to discuss them with our staff at our exhibition stand.

Just because we're into video-conferencing, it doesn't mean we don't want to meet you in the flesh.

Come and see us at Palexpo (Hall 4) or check our Web page on <http://www.ibm.com/telecom95/>

IBM

Solutions for a small planet

EUROPE

Juppé Defends Police in Slaying Of Bomb Suspect

PARIS — Prime Minister Alain Juppé dismissed on Tuesday accusations that French gendarmes had acted improperly in killing a bombing suspect, insisting that they had fired in legitimate self-defense.

Questions arose from a videotape of Khaled Kelkal's death in a hall of bullets near Lyon last Friday, after a three-day manhunt. The unedited film set off a dispute about whether the police shot him in self-defense or in cold blood.

Already wounded and lying on the ground, the 24-year-old Algerian was fired upon again, but only after he aimed a pistol at a gendarme.

"I will not leave our gendarmes defenseless when someone fires on them," Mr. Juppé told the National Assembly at question time.

"Certainly we would have liked to capture Kelkal alive. It would have helped our investigation. But he opened fire, and he has paid the price," he said.

Mr. Kelkal was suspected of involvement in a wave of bomb attacks in France since July that have killed 7 people and wounded more than 100.

"Let us beware of this strange reversal of values that has led some people to display more concern for those who break the law than for those who defend it, for suspected criminals than for their intended victims," Mr. Juppé declared to cheers.

He said an investigation had been opened into Mr. Kelkal's death and that it would be improper for him to comment.

A suspected accomplice, Karim Koussa, wounded in a gunbattle with police last Wednesday, when Mr. Kelkal escaped arrest, was questioned by a judge in a Lyon prison hospital Tuesday and formally placed under investigation.

A Frenchman of Algerian

origin, Mr. Koussa faces charges of attempted murder, terrorist conspiracy and firearms offenses.

Investigators have established that a shotgun found in his possession was used to kill the exiled Algerian fundamentalist leader Sheikh Abdelbaki Sahraoui in Paris last July, justice sources said.

In the film showing Mr. Kelkal's death, an unidentified voice recorded by the M6 private television channel was heard shouting off-camera, "Finish him off, finish him off," raising doubts about official accounts that the fugitive was killed only after firing on gendarmes.

However the film also shows that Mr. Kelkal, wounded in an initial exchange of fire and lying on the ground, raised his gun again before the fatal shots were fired at him.

French officials said even the second round of fire was not intended to kill Mr. Kelkal. It hit his hand holding the gun and ricocheted to his head, they said.

The Lyon suburbs where Mr. Kelkal lived have been rocked by nightly violence since his death. Gangs of youths have set fire to buildings and cars, and rocks thrown at police.

"Young people of immigrant origin feel that Kelkal was cut down like a dog, that they are singled out, that they are all accomplices," a Socialist opposition member of Parliament, Julien Dray, said on the French radio O'FM.

Police in Paris signaled that they were still pursuing the bombing case, with raids early Tuesday on a dozen sites of suspected Muslim extremist activity in the Paris area.

They said that fewer than 10 people were arrested in the raids, linked to the case of Djamel Tehari, a suspected Islamic guerrilla in custody.

Toll in Turkish Quake At 76 as Hunt Goes On

Compiled by Our Staff From Dispatches
DINAR, Turkey — Rescue workers have recovered more bodies from the wreckage of an earthquake in this Turkish market town, raising the death toll to 76, officials said Tuesday.

Government officials told the Anatolian News Agency that they dug out 14 more bodies late Monday.

Officials have predicted a final death toll of about 100 from Sunday's quake, and at least 242 are said to be injured.

Hundreds of residents, still in shock, spent a cold Monday night in tents or in stables after thousands of homes were dam-

aged. The quake measured 6.0 on the Richter scale.

Those whose homes still stood stayed outside for fear of injury or damage from aftershocks.

Minor tremors had shaken the region a week before.

Prime Minister Tansu Ciller and President Suleyman Demirel visited Dinar on Monday.

An earthquake killed 330 people in Dinar in 1925. Turkey's biggest earthquake in recent years, in the eastern town of Erzincan in 1992, killed more than 500 people.

(Reuters, AFP)

Comoros Coup Leaders Condemned by Paris

PARIS — France rejected Tuesday the appointment of two civilian joint presidents by coup leaders in the Comoros Islands.

"The rebels' attempt to set up a new so-called civilian authority is completely illegal," a statement from the French For-

eign Ministry said.

The ministry referred to the appointment by Captain Combo Ayoubu's Transitional Military Committee of Mohammed Taki Abdoul Karim and Said Ali Kemal as joint presidents.

France believes Captain Ayoubu is a stooge of the mercenary leader Bob Denard.



Tony Blair dancing with his wife, Cherie, at a Labor Party social function.

Labor Bets on High-Tech Leader Maps Out New Age for Britain

By John Darmon
New York Times Service

BRIGHTON, England — Tony Blair, the Labor Party leader, turned a speech to the party faithful Tuesday into a canvas for a glowing portrait of a new-age Britain just around the corner — spirited, compassionate, high-tech and rejuvenated. Provided, that is, that Labor is voted into power.

In his keynote address to the annual party conference, the 41-year-old leader crossed a Rubicon: from remaking the party, which has been the main business since he assumed the leadership 15 months ago, to remaking the country, which he said is now his goal.

"I didn't come into politics to change the Labor Party," he proclaimed. "I came into politics to change my country."

And a moment later, he added: "I do not want a one-term Labor government that dazzles for a moment and ends in disillusion. I want a Labor government that governs for a generation and changes Britain for good."

The main thrust of his hour-long speech, which was punctuated by applause from the 1,300 delegates 69 times, was that he wanted to create a "youthful" country, in touch with the new information technology, and that the Conservatives were too tired and discredited to carry on.

He spoke of a Britain in which every school, hospital and library is wired onto the information highway and every child is provided with a laptop computer.

The vision he painted was calculated to capture the political middle ground that has eluded Labor for decades. It's the next step now that he has consolidated his authority and moved the Labor Party away from its ironclad ties to the trade unions and its Socialist orthodoxy.

In April, Mr. Blair won a knockdown battle to win the party from its 77-year commitment to "common ownership of the means of production, distribution and exchange."

Partly as a result of his leadership and partly out of simple frustration and disillusionment with the Conservatives who have ruled for 16 years, first under Margaret Thatcher and now under John Major, Labor is widely seen as the

coming party. Its membership has grown by 100,000, drawing neck and neck with the Tories, and it is ahead in virtually all public opinion polls that run hypothetical political races. An election must be held by the spring of 1997 at the latest.

Mr. Blair spiced the vision of a country more prosperous and open to change with specific proposals, a mix of old and new.

Among them were reversing the sale of the national railroad to private companies, a local parliament for Scotland, the end to hereditary peers sitting in the House of Lords, placing the new national lottery in the hands of a nonprofit agency, and a stronger commitment to integrate Britain into Europe.

He also promised to shift education funds to reduce class size to below 30 for 5-, 6- and 7-year olds, to cut administrative costs in health care to provide more beds and better care, to use windfall profits in private utilities to train the unemployed, and to provide "thousands more police officers on the beat."

There was no mention of a tax increase to provide money for any of this.

The party has gone to great lengths to try to shed a "tax and spend" image, which many believe caused it to lose the 1992 general election.

The Labor shadow chancellor, Gordon Brown, said Monday that he favored cutting taxes on heating fuel — an issue that has bedeviled the Tories — to 5 percent from 8 percent.

Labor expects Mr. Major's government to court votes in coming budgets over the next two years with hefty tax cuts. How to respond could pose a major dilemma, since voters might be turned off if Labor indicates it would rescind any such decreases to pursue social welfare policies.

In his speech, Mr. Blair acknowledged that his attempts to push through changes in the party's constitution and procedures, which have alienated the left wing, were traumatic for some.

Recalling a derogatory nickname that poked fun at his youthful inexperience, he said: "Last year I was Bambi, this year Stalin. From Disneyland to dictatorship in twelve short months."

Germans Celebrate, And Decry, Unification

The Associated Press

BONN — Leftists protested and skirmished with police in Düsseldorf on Tuesday as the reunited Germany observed its fifth birthday by toasting its achievements but lamenting that in many ways the country is still not whole.

Speeches at Unity Day observances and a television address by Chancellor Helmut Kohl made it clear: West Germany and Communist East Germany drifted so far apart during four decades of forced separation that they will not be truly united for many years to come.

"It is true that not all wishes have been fulfilled in the past five years," said Mr. Kohl, who as the West German chancellor steered the two Germanys to reunification on Oct. 3, 1990.

Security officials had feared that leftist extremists would try to disrupt the government's main Unity Day celebration in the central German city of Düsseldorf, and they were right.

Before dawn, leftist militants torched a car, buried stones at the police and smashed the windows of a Düsseldorf bank and department store. The police arrested six people and confiscated various weapons.

About 3,000 protesters, many of them masked, marched through Düsseldorf Tuesday afternoon, flanked by riot police. The demonstrators carried banners reading "Five Years of Unity — There's Nothing To Celebrate."

At a rally, protesters charged that reunited Germany was heading toward militarism, pointing out the government's decision to let German soldiers take part in UN and NATO combat missions abroad.

Unity Day celebrations are sponsored each Oct. 3 by whichever of Germany's 16 states holds the presidency in the upper house of Parliament. North Rhine-Westphalia, whose capital is Düsseldorf, now has that role.

Inside a concert hall, Mr. Kohl, President Roman Herzog and other guests heard speeches and music, including a Mozart piece sung by the American singer Barbara Hendricks.

Surrounding the hall were some of the 3,000 police officers deployed in Düsseldorf for Unity Day to ward off violence.

Johannes Rau, the keynote speaker at the ceremony and premier of North Rhine-Westphalia, lamented that psychological and material barriers among Germans remain after the fall of the Berlin Wall.

"The inner divisions have disappeared, but reservations and prejudices have made some invisible gaps wider and deeper than before," Mr. Rau said in his address. "Much remains to be done, above all in the heads and hearts of Germans."

Germans from the two parts of the country tend to be suspicious of one each other, with many from the West bitter that costs have gone up to pay for unity and many East Germans seeing their lives dominated by the more affluent West.

Mr. Rau said completing unity is Germany's "task of the century."

Manfred Stolpe, governor of Eastern Germany's Brandenburg state, said he gets the impression that westerners frequently overlook the abilities and knowledge of those from the East just because their lives were dictated by Communists.

BRIEFLY EUROPE

EU Will Study Mobile Phones

BRUSSELS — The European Commission said Tuesday that it was beginning a study into the health effects of radiation from mobile phones, which some people fear could cause cancer.

A spokesman, Jochen Kubosch, said no proof existed that mobile phones were dangerous, but he said that more data were needed before a final conclusion could be reached.

A statement from the commission said that "the evidence regarding health and safety risks arising from the use of mobile phones is tenuous." But the commission nonetheless asked a group of eight scientists to prepare a blueprint for research program that could be started by the middle of next year. (Reuters)

Claes to Go to Meeting After All

BRUSSELS — NATO's secretary-general, Willy Claes, did an abrupt U-turn on Tuesday, deciding after meeting irate U.S. congressmen in Washington to attend the autumn meeting of the alliance's parliamentary arm.

His initial decision not to go to the meeting in Turin on Monday of the North Atlantic Assembly — the interparliamentary forum of NATO's 16 members — had triggered sharp rebukes from the assembly's president and the congressmen.

"We just had a call from NATO," an assembly official said. "Claes has changed his mind. It was apparently immediately after meeting the congressmen." (Reuters)

Cuba Welcomes EU's Overture

HAVANA — Cuba says it would welcome a trade and economic agreement with the European Union but would not accept any preconditions to get it. A spokesman for the Cuban Foreign Ministry, Rafael Dausa, said an accord reached Monday by the EU foreign ministers on starting talks with Havana was a good sign.

"Obviously, the signing of a framework accord with the European Union would be of interest to us," he said. "It would be very positive."

In a statement, the EU ministers had underlined the need to encourage a peaceful transition to democracy in Cuba and reminded Havana of the importance the EU puts on human rights. Mr. Dausa rejected that position. (Reuters)

2 Ex-French Aides Face Probe

PARIS — Two former senior French officials convicted for fraud in a decade-old scandal over AIDS-tainted blood products are now to be investigated on poisoning charges, judicial sources said Tuesday.

Robert Netter, former head of the national health laboratory, and Jacques Roux, former director of public health, were notified by letter that they were under investigation as suspected accomplices in poisoning, the sources said.

More than 1,250 hemophiliacs were infected by the tainted products in the mid-1980s. More than 400 have since died. In a first round of legal proceedings in 1993, Mr. Netter and Mr. Roux were sentenced to suspended jail sentences on lesser fraud charges. (Reuters)

Calendar

European Union events scheduled for Wednesday:

BRUSSELS: Weekly meeting of the European Commission. On the agenda, regulation of insurance companies in the internal market and the European market in fruits and vegetables.

BRUSSELS: The European association of banana producers and representatives of Latin American producers hold separate press conferences on European economic policy regarding bananas. Sources: Agence Europe, AFP.

Heart of the City WEEKENDS

Cannes from just FF 1550 per night

Explore Europe with a "Heart of the City Weekend" from Inter-Continental. Choose from 45 European hotels for that special weekend break.

For information or reservations contact us from the UK on 0345 581444, from France on 05 90 85 55, or from Germany on 01 30 85 3955.

Rates per room per night. Limited availability. Valid weekends only.

INTER-CONTINENTAL
HOTELS AND RESORTS
Europe • The Middle East • Africa • Pacific Asia • The Americas

UN Members Lecture U.S. Over Its Debt

By Barbara Crossette
New York Times Service

UNITED NATIONS, New York — Britain's foreign secretary called it "representation without taxation." Australia's foreign minister suggested that Washington could lose its United Nations voting rights. The Nordic countries as much as said that U.S. deadbeats were setting a "deplorable" example for the world.

Day after day for more than a week, friends of the United States in Europe and nearly every other region have lined up in the 50th General Assembly to castigate those whose failure to pay United Nations dues is leading the organization to the point of bankruptcy.

Since Washington owes more than any other nation — about \$1.4 billion by its own account — the criticism is pointed. Payment of the bill has been held up by congressional opposition to the organization.

"The severest financial crisis in the history of the United Nations casts a dark shadow over the 50th anniversary," said Foreign Minister Ali

Atatas of Indonesia in a speech Monday. "The failure of particularly one major member state to meet its obligations by withholding legally obligated contributions is not only contrary to Article 17 of the charter, but has also driven the organization to the very brink of insolvency."

A few hours later, Foreign Minister Gareth Evans of Australia delivered a stinging retort to charges of organizational bloat.

He noted that the New York City police department had an annual budget \$600 million higher than the \$1.2 billion

Russians Seek Georgian Fugitive In Shevardnadze Car Bombing

Reuters

MOSCOW — The Russian police are seeking a former security minister of Georgia accused of helping organize an attempt to assassinate the Georgian leader, Eduard Shevardnadze, officials said Tuesday. The prosecutor-general's of-

fice said the police are hunting for Igor Georgadze, who fled to Moscow shortly after being fired as Georgia's security minister following the car bomb attack on Aug. 29. Mr. Shevardnadze said Russia had agreed to extradite Mr. Georgadze to Georgia to face trial.

needed to run all UN offices in New York, Geneva, Vienna, Nairobi and five regional commissions combined.

Warming to the subject, he added that the whole United Nations — including the World Health Organization, the International Atomic Energy Agency, the World Bank and the International Monetary Fund — employed 61,400 people.

That was nearly 4,000 fewer than the number of people who work in three Disney amusement parks.

"Three times as many people, 183,000," he continued, "sell McDonald's hamburgers

around the world." That figure could not be confirmed.

U.S. officials have been struck by the particular bitterness of European allies and others reflected in speeches and meetings in recent weeks, an American diplomat said.

Last week, when Congress approved a resolution allowing the government to operate until a budget formula could be found, \$120 million for payments to the regular UN budget and \$50 million for peacekeeping operations were set aside.

U.S. diplomats hope to make those payments in the next six weeks. In addition, \$26 million was paid last week toward the costs of a peacekeeping operation in Macedonia, where U.S. troops are stationed.

Officials are already facing a potential legal problem with the United Nations over a decision by Congress to cut the U.S. assessment for peacekeeping operations unilaterally from 31 percent to 25 percent.

Washington pays 25 percent of the organization's regular budget, a figure chosen by Americans when assessments were apportioned.



GOING HOME

Take a piece of Europe when you leave — a brand-new Volvo with a US specification and with a substantial saving. We will help you to complete the necessary paperwork. We will ship your car at no extra cost direct from our factory to one of our nine ports in North America.

Back home your car will be covered by our Support Programs, such as Volvo's new-car warranty, that provides comprehensive coverage for 4 years or 50,000

miles, including the Road Assistance Program. On Call. Please contact your nearest Volvo dealer or Volvo Tourist & Diplomat Sales. Tel. +46 31 59 59 59 or Fax. +46 31 59 53 50. e-mail: vcl.mail@memo.volvo.se

VOLVO
Tourist & Diplomat Sales

مكتبة الامم المتحدة

INTERNATIONAL

Holy Day Imposes A Recess On Israel

Reuters
JERUSALEM — Israel shut down Tuesday and sealed Palestinian inside the West Bank and Gaza for Yom Kippur, the holiest day of the Jewish year.

Sirens wailed at sunset to mark the start of the Day of Atonement when Jews ask God's forgiveness by fasting and engaging in almost nonstop prayer for 25 hours.

Radios and television went off the air, traffic stopped, streets emptied and businesses closed.

Border crossings were closed, including the Rafah terminal between Egypt and the Gaza Strip, which has been under the rule of Yasser Arafat's Palestine Liberation Organization for more than a year.

The PLO and Israel signed an agreement last week to extend self-rule in the West Bank, but Israel retains control of the land, sea and air around the Palestinian autonomous areas.

Israel closed its border with Gaza last month following intelligence reports of possible attacks by Islamic militants opposed to the self-rule accord. The closure was extended to the West Bank this week.

"These days we are trying to establish peace," Prime Minister Yitzhak Rabin said in the annual remembrance message for the dead of the 1973 Arab-Israeli war, when Egypt and Syria attacked Israel on Yom Kippur in a surprise strike that still haunts military and intelligence chiefs.

"We are trying to do what is required so that these words won't remain hollow and empty — that the last who fell truly be the last to fall, that in the years to come the number to attend memorial ceremonies will not increase," he said.

"I believe that even if on the path to peace there are differences between us, the desire for peace unites us all."

That unity will be tested once political life resumes on Thursday and Mr. Rabin asks Parliament to approve the agreement he signed with Mr. Arafat at the White House.

Rightists and Jewish settlers opposed to the accord plan demonstrations in Jerusalem to coincide with the vote.

If three dissident members of Mr. Rabin's Labor-led coalition carry out a threat to vote against the government, Mr. Rabin could find the vote split 60-60 in the 120-seat house.

Scuffle at Hebron School
Jewish settlers protesting the flying of a Palestinian flag at a girls' school in Hebron scuffled Tuesday with Palestinian students and teachers. The Associated Press reported.

A few dozen settlers tried to remove the flag from the Kurat school, across the street from the Jewish Beit Hadassah compound. When fighting broke out, Israeli soldiers forced the settlers to leave. One Palestinian was arrested.

BALKANS: President Is Hurt

Continued on Page 1
known. No one immediately claimed responsibility.

Borders were sealed for hours after the explosion, but were later reopened, the police said.

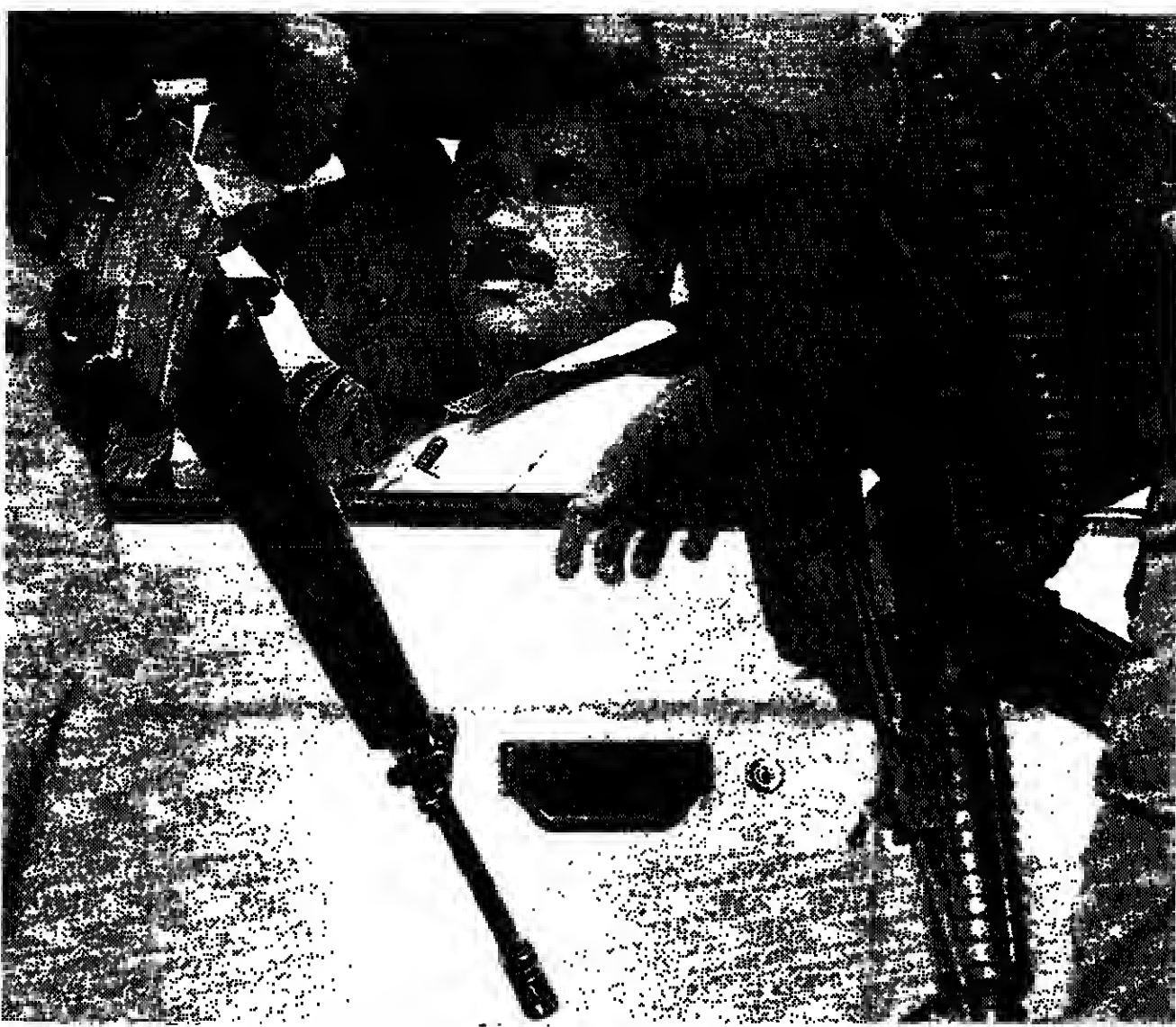
Macedonia gained independence in 1991 in the collapse of the old Yugoslav federation, and has struggled for stability.

The republic has a large ethnic Albanian minority and is a historic point of contention for neighboring Serbia, Bulgaria, Greece and Albania.

About 500 U.S. soldiers are stationed on Macedonia's northern border with Serbia in the United Nations' first precautionary peacekeeping mission. War has not spread south from Bosnia.

Mr. Gligorov was a leading Communist official in former Yugoslavia, and was elected president of Macedonia in 1992.

He returned Monday from talks with President Slobodan Milosevic of Serbia, which has not recognized its southern neighbor.



Border guards checking a Palestinian car crossing into Jerusalem as Israel sealed off the West Bank for Yom Kippur.

Bosnians Violate Truce Zone At Sarajevo to Shell the Serbs

Compiled by Our Staff From Dispatches
SARAJEVO, Bosnia-Herzegovina — The Bosnian government fired scores of rounds from four heavy weapons inside the 20-kilometer exclusion zone around Sarajevo on Tuesday, targeting Serbian positions and drawing a rebuke from the United Nations.

The Bosnian Serbs asked for permission to redeploy their heavy weapons in the zone to defend themselves but were refused and warned that the ban on their weapons would be enforced, the United Nations said.

"The United Nations is aware of four Bosnian government heavy weapons inside the exclusion zone currently firing at the Bosnian Serb Army," said a UN spokesman, Alexander Ivanov.

"This is an outrageous action and we will be protesting to the Bosnian government at the highest level."

"The Serbs contacted us requesting permission to bring their heavy weapons back inside the zone and we have told them not to and warned them we will enforce the exclusion zone," Mr. Ivanov continued.

Enforcing compliance with the exclusion zone is the responsibility of NATO warplanes, which could be heard circling above Sarajevo on

Tuesday afternoon, and UN rapid reaction force artillery. UN officials said the incident illustrated why a cease-fire was needed to protect the fragile peace process.

Richard C. Holbrooke, U.S. assistant secretary of state for European affairs, has found general acceptance for a proposal to end the war but has been unable to persuade the warring sides to agree to a truce as they negotiate details.

He flew to Belgrade on Tuesday for talks with President Slobodan Milosevic of Serbia, who is representing the Bosnian Serbs in peace talks.

The American diplomat was downbeat after talks Monday with the Bosnian president and foreign minister.

But he said he would keep shuttling between the Balkan capitals in search of peace.

"The two sides remain significantly in disagreement over the type of cease-fire, the nature of it, the details," he said. "The talks will go on."

In a positive development, rebel Serbs in Croatia agreed in principle to allow the return of Croatian authority, after a transition period, over the small swathe of territory they still control.

The agreement, reached at the first talks between Croats and Serbs since a Croatian offensive against the Serbs in Au-

gust, could eventually solve a dispute that would otherwise derail U.S. efforts to end the war in neighboring Bosnia.

In the background of the Sarajevo incident, the Bosnian Serbs were forced to pull their heavy weapons outside the 20-kilometer (12.5-mile) exclusion zone last month in exchange for a halt in NATO air strikes against their positions.

The Bosnian government committed itself then not to use its own heavy weapons to attack the Serbs from inside the zone.

UN sources said the four government guns — believed to be heavy mortars — had fired scores of rounds at Serbian targets. It appeared that the government guns were firing in support of Bosnian Army troops fighting around the town of Travno, about 35 kilometers southeast of Sarajevo. Details of that fighting were sketchy.

A spokesman for the UN Rapid Reaction Force said government troops around Travno returned fire on Serb positions after the Serbs opened fire on them.

"We're talking tens rather than hundreds of detonations," the spokesman said. "This is not unusual. It's the sort of thing that happens regularly in that area."

(Reuters, AP)

Republicans' Attraction to Powell Astonishes Some in the Party's Right

By R. W. Apple Jr.
New York Times Service

WASHINGTON — Without running for president, without even disclosing a party affiliation, General Colin L. Powell, retired, has caused more commotion on the Republican right than any of the declared candidates.

Last week Gary L. Bauer, a former Bush aide who heads the Family Research Council and American Renewal, both conservative groups, sent a fax to 5,000 conservative leaders, warning that "the current flirtation with Mr. Powell as the 1996 nominee has gone far enough" and urging his friends to cut it out.

Rightists and Jewish settlers opposed to the accord plan demonstrations in Jerusalem to coincide with the vote.

If three dissident members of Mr. Rabin's Labor-led coalition carry out a threat to vote against the government, Mr. Rabin could find the vote split 60-60 in the 120-seat house.

Scuffle at Hebron School
Jewish settlers protesting the flying of a Palestinian flag at a girls' school in Hebron scuffled Tuesday with Palestinian students and teachers. The Associated Press reported.

A few dozen settlers tried to remove the flag from the Kurat school, across the street from the Jewish Beit Hadassah compound. When fighting broke out, Israeli soldiers forced the settlers to leave. One Palestinian was arrested.

BALKANS: President Is Hurt

Continued on Page 1
known. No one immediately claimed responsibility.

Borders were sealed for hours after the explosion, but were later reopened, the police said.

Macedonia gained independence in 1991 in the collapse of the old Yugoslav federation, and has struggled for stability.

The republic has a large ethnic Albanian minority and is a historic point of contention for neighboring Serbia, Bulgaria, Greece and Albania.

About 500 U.S. soldiers are stationed on Macedonia's northern border with Serbia in the United Nations' first precautionary peacekeeping mission. War has not spread south from Bosnia.

Mr. Gligorov was a leading Communist official in former Yugoslavia, and was elected president of Macedonia in 1992.

He returned Monday from talks with President Slobodan Milosevic of Serbia, which has not recognized its southern neighbor.

For many of Mr. Bauer's allies, it has been a heavy flirtation — and an unlikely one, given Mr. Powell's emerging reputation as the political heir of Nelson A. Rockefeller, who earned the enmity of conservatives as the rival of their hero, Barry Goldwater, for the 1964 Republican nomination.

Many right-wing Republicans had hoped to support William J. Bennett, the author and former cabinet member, or former Vice President Dan Quayle, or Jack F. Kemp, another former cabinet member. All three withdrew from the race before it had started, and conservatives have lacked a champion since. A few have settled on Senator Phil Gramm of Texas, but he has not caught fire. So

prominent conservatives have been putting their hopes on Mr. Powell.

The pro-Powell conservatives find appeal in the general's military background, his devotion to traditional values like discipline and family solidarity and patriotism, and his economic conservatism. They overlook, to the astonishment of people like Mr. Bauer, his backing for abortion rights and gun control.

In the first issue of The Weekly Standard, a new conservative magazine, Bill Kristol, who was Mr. Quayle's chief of staff, asked this: "Can a moderate win the nomination of a conservative, newly energized, Reagan-Gingrich Republican Party? Yes — especially if Powell throws a

few bones to conservatives by saying the right things about personal responsibility, no new taxes and limited government."

"He is a leader," Mr. Kemp said. "He transcends the parties. He is a Republican on almost every issue."

Mr. Bennett said on television that Mr. Powell was "a sensitive, thoughtful and nuanced man," and suggested that he could run for president on a platform of "duty, honor, country."

Ralph Reed, head of the Christian Coalition, noted that the general had said "he agreed with many of the things we were promoting — traditional family values, school choice and things of that nature."

A conservative pollster, Richard

Wirthlin, has also made positive noises about a Powell candidacy as a Republican. He argued that the general's positions on the economy and on controlling crime, "as well as providing a moral standard for the country, put him in a very good position."

It is all too much for Mr. Bauer, who objects to Mr. Powell's support for abortion rights and for gun controls, his criticism of the Republican "Contract With America," his qualified backing for affirmative action and his lukewarm attitude toward overhauling the welfare system.

"Republicans should quickly right themselves and ask the good general to match his rare charisma with rock-solid conservatism," Mr. Bauer wrote in his fax memorandum. "As things

stand now, that appears to be a long-term project."

Since sending it, he said in an interview, he has been swamped by messages of support from rank-and-file conservatives. But "there has been no rush to the microphones on Capitol Hill," he added ruefully, and "people at the grass roots see a sellout by their leaders."

Of the well-known conservative activists, only Paul Weyrich of the Free Congress Foundation has spoken out in support of Mr. Bauer's position. On CNN's "Inside Politics" program, he said of Mr. Powell, "If he should get the Republican nomination, it would be as if Ronald Reagan never lived and Nelson Rockefeller never died."

Children in U.S. Pile on the Poundage

By Sally Squires
Washington Post Service

WASHINGTON — The number of seriously overweight children and adolescents in the United States has more than doubled in the last three decades, with most of the increase occurring since 1980, according to the latest government figures.

Results of the third National Health and Nutrition Examination Survey, made public Tuesday by the National Center for Health Statistics, showed that 4.7 million American youths age 6 through 17 are severely overweight. That is 11 percent of children in that age group, more than twice the 5 percent rate observed in the 1960s.

"No matter how we define it, we see the same pattern in children that we've seen in adults over the same time period," said Richard Troiano, an epidemiologist at the Center for Health Statistics and the lead author of a study on the findings that will appear in this month's Archives of Pediatrics and Adolescent Medicine.

POLL: Americans Look Warily at Republicans Who Would Cut Safety Net

Continued on Page 1
on welfare, Medicare and other social programs as deep cuts that will hurt the poor, the elderly and middle class to provide the rich with big tax cuts.

The erosion has given the White House new hopes of compromise on the major budget disputes.

The poll showed that by 42 percent to 40 percent, those questioned said they trusted Mr. Clinton rather than the Republicans to do a better job with the main problems facing the nation. Since January, Republicans had consistently led on that measure of public confidence — by as much as 11 points in one poll.

On the issues, poll respondents gave Mr. Clinton higher ratings than Republicans on traditional areas of Democratic strength: helping the middle class, protecting Social Security, preserving the Medi-

care system and protecting needed social programs.

But Mr. Clinton has also picked up a little more respect in handling the nation's economy, where he and the Republicans are equally trusted, and he has narrowed the gap in traditionally Republican strengths such as cutting the deficit.

But Republicans still maintain significantly higher ratings as budget- and tax-cutters, and in the areas of changing the welfare system and cutting waste in government.

General Powell continues to have stratospheric popularity. Asked to give their impressions of public figures, the general ranked highest on the list, with a favorable rating of 70 percent. Pope John Paul II, who begins a visit to the United States on Wednesday, received a favorable rating from 64 percent of those surveyed.

Mr. Clinton's 61 percent favorable rating is among his best in two years and accounts for his strength against Mr. Dole. The poll, like others this fall, shows Mr. Dole looking increasingly weaker against Mr. Clinton, a development that has caused anxiety among Republicans.

The erosion in Mr. Dole's standing, among registered voters and the population in general, has been steady. Matched against Mr. Clinton in March, Mr. Dole was at 51 percent and Clinton was at 45 percent. In June, Mr. Dole maintained a slight edge. But by July, Mr. Clinton had the slight edge and now, in October, Mr. Clinton scores 52 percent in Mr. Dole's 42 percent.

General Powell, by contrast, has maintained about a 10-point lead over Mr. Clinton during much of the last six months.

The margin of sampling error for the overall results of the survey is plus or minus 3 percentage points.

Experts believe that American children are probably ballooning for the same reasons their parents are. Studies by William Dietz, a researcher at Tufts University, and others suggest that physical inactivity — largely attributable to television, video games and personal computers — conspires with too much munching of high-calorie foods to add pounds.

The latest findings, presented at a science writers' meeting in Miami Beach sponsored by the American Medical Association, suggest that excess weight is a problem facing all American children, regardless of sex, race or ethnic background.

"I'm not surprised by the increase, but I'm surprised by the degree of the increase," said William J. Klish of the American Academy of Pediatrics. "It's a very significant jump."

The study — which examined a national sample of nearly 3,000 children and adolescents from 1988 to 1991 — found some of the steepest increases among black girls. For example, 16 percent of black girls age 6 to 11 fell into the heaviest groups, compared with 10 percent of white girls the same age and about 11 percent of all girls 6 to 11 years old in the study.

A similar trend was evident among black girls age 12 through 17. The study found 14 percent of those girls in the heaviest category, compared with 8 percent of white girls the same age and 9 percent of all girls age 12 through 17 in the study.

Among boys, the study found that those at the lowest risk for being overweight were whites in the 6-to-11 age group.

Being an overweight child often carries a social stigma. But what worries public health officials is the possibility that today's fat children are destined to be tomorrow's fat adults. If so, they will face increased risk for many problems from premature heart attacks and high blood pressure to stroke and diabetes.

"It's very worrisome," said Gilman Grave, chief of the endocrinology, nutrition and growth branch at the National Institute of Child Health and Human Development. "These children are clearly facing a doubling of the risk for adult disease later in life."

Being among his best in two years and accounts for his strength against Mr. Dole. The poll, like others this fall, shows Mr. Dole looking increasingly weaker against Mr. Clinton, a development that has caused anxiety among Republicans.

The erosion in Mr. Dole's standing, among registered voters and the population in general, has been steady. Matched against Mr. Clinton in March, Mr. Dole was at 51 percent and Clinton was at 45 percent. In June, Mr. Dole maintained a slight edge. But by July, Mr. Clinton had the slight edge and now, in October, Mr. Clinton scores 52 percent in Mr. Dole's 42 percent.

General Powell, by contrast, has maintained about a 10-point lead over Mr. Clinton during much of the last six months.

The margin of sampling error for the overall results of the survey is plus or minus 3 percentage points.

Most of Algeria's editors live in a heavily guarded compound near Algiers. Several journalists have been gunned down while leaving it to visit parents or children.

Muslims Guilty
A Belgian court convicted seven supporters of an Islamic militant group Tuesday, but freed the man prosecutors named as a leading figure in the group's violent campaign to overthrow the Algerian government. The Associated Press reported from Brussels.

The court found there was insufficient evidence to convict Ahmed Zaoui, an Algerian accused of playing a key role in an underground network supporting the Armed Islamic Group.

Gunmen Slay Editor In Algiers

Reuters
PARIS — Gunmen killed the editor of Algeria's main Arabic language newspaper in central Algiers on Tuesday. He was the latest victim in a surge of violence before a November election that Muslim fundamentalists have vowed to derail.

Omar Ouattaran, 36, editor of the Arabic daily Al Khabar, was shot near a press complex that houses several newspaper offices, including those of Al Khabar, his colleagues and an official statement said.

He was the third newspaper editor, and one of about 50 journalists and media workers, slain in Algeria since June 1993. The other editors worked for the government newspaper, El Moudjahid, and the independent Le Matin.

A colleague of Mr. Ouattaran said the gunman struck as the editor was leaving his home in the Belcourt district of Algiers to go to the nearby Maison de la Presse Tahar Djaoui — named after the first journalist to die in the violence.

The official statement did not say who killed Mr. Ouattaran, the fifth journalist shot dead in a month.

The authorities have blamed Muslim militants for the deaths and for other killings of journalists since 1993, when guerrillas threatened reporters with death for supposedly siding with the army-backed government. The fundamentalists are fighting to topple the government and have vowed to wreck a planned Nov. 16 presidential election.

Al Khabar sells more than 100,000 copies daily.

Most of Algeria's editors live in a heavily guarded compound near Algiers. Several journalists have been gunned down while leaving it to visit parents or children.

Muslims Guilty
A Belgian court convicted seven supporters of an Islamic militant group Tuesday, but freed the man prosecutors named as a leading figure in the group's violent campaign to overthrow the Algerian government. The Associated Press reported from Brussels.

The court found there was insufficient evidence to convict Ahmed Zaoui, an Algerian accused of playing a key role in an underground network supporting the Armed Islamic Group.

Most of Algeria's editors live in a heavily guarded compound near Algiers. Several journalists have been gunned down while leaving it to visit parents or children.

Muslims Guilty
A Belgian court convicted seven supporters of an Islamic militant group Tuesday, but freed the man prosecutors named as a leading figure in the group's violent campaign to overthrow the Algerian government. The Associated Press reported from Brussels.

The court found there was insufficient evidence to convict Ahmed Zaoui, an Algerian accused of playing a key role in an underground network supporting the Armed Islamic Group.

FAMILIES: Race Splits Reactions

Continued from Page 1

call a "mountain of evidence." Defense lawyers said the case had been critically undermined by evidence of racism in the Los Angeles Police Department, particularly on the part of a key prosecutin witness, Mark Fuhrman, a former homicide detective.

"The prosecution put a man on the stand who they knew was a perjurer, who they knew was a racist," said Peter Neufeld, a Simpson attorney, referring to Mr. Fuhrman. "I think the jury resented that." He said that this witness, along with doubts about the timing of the murders, had left jurors with a "reasonable doubt."

The lead defense attorney, Johnnie L. Cochran Jr., had told the court that police investigators conspired to frame Mr. Simpson for the murders and that hounding lab technicians had contaminated evidence.

His attacks hurt a police department already trying to overcome racial division. Black officers are suing the predominantly white police union, charging it is a "bastion of white supremacy."

The verdict, said Cliff Ruff, president of the Police Protective League union, was "absolutely devastating to police."

A clearly distraught Gil Gar-

cetti, the Los Angeles County district attorney, appearing moist-eyed at a lecture in his office, attributed the jurors' finding in emotion.

"The evidence was there," he said, standing with the chief prosecutor, Marcia Clark, and her deputy, Christopher A. Darden, alongside him. "This was not a close case."

Mr. Garretti said the case had been "fought as a battle for victims of domestic violence," and he urged anyone who was a victim of such violence not to be discouraged by the Simpson verdict.

Ms. Clark, the deputy district attorney who led the prosecution, spoke with quiet composure. She extended her sympathy to the victims' families and thanked her staff warmly.

Mr. Darden, Ms. Clark's deputy, told reporters, "I'm not bitter. I'm not angry." He said that when he began to thank his co-workers, his words choked off and he stepped away from the lectern.

Mr. Simpson's lawyers, in an earlier press conference, insisted that the jury's finding was based on a lack of hard evidence. They said there were clear questions, in particular about whether Mr. Simpson might have had time to commit the crime.

maybe a smug U.S. majority will ponder why African-Americans had so little faith in the criminal justice system, why they were not surprised that a Fuhrman existed and that he might have planted evidence.

My grandmother comes to mind at this moment. She used to sit by her radio, listening to accounts of the trial of Julius and Ethel Rosenberg for treason. I was a kid, an American kid, and to me the Rosenbergs were guilty. But my grandmother was an old immigrant from Poland. She had lived through pogroms and so she thought the Rosenbergs were being framed.

As a kid, I was deeply ashamed of her attitude. As an adult, I understand.

So now, on the television set behind me, O.J. Simpson has returned to the Los Angeles home we have all come to know so well. It is the same house to which, also on live television, we saw him return after cruising the freeways in his white Bron-

GERMANY: In East and West, People Are Asking Whether the Good Times Have Peaked

Continued on Page 1
working hours, sick pay," Mr. Albrecht said.

Indeed, he argued, Germany's unification may have quickened the debate over how long the country can continue to produce what it produces at the cost it pays in do so.

"Unification brought the discussion much earlier because the demands from the east came up much more quickly than productivity," he said. The tax burden on westerners to finance

reunification — a 7.5 percent surcharge on all personal and corporate income taxes — added to the pressures for change.

The Kiefters and the Gablers have their own views, colored deeply by the continuing sense that eastern and western Germans may be united but do not see things from anything like the same perspective.

For westerners, hardship is relative, held at bay by savings in the bank and a deep-rooted sense of security ruffled only by the feeling that if unsettled

times are coming, the easterners are partly to blame. For easterners like Mr. Gabler, the sense of apocalypse — and western exploitation — is much greater.

"This was the front in the Second World War," he said, gesturing toward the textile plants in the Neisse, silent since the collapse of the Soviet empire stripped away captive markets and West German businesses began denigrating worn-out East German industry. "But this is a town that has survived war and destruction."

In the last five years, Bonn has spent some \$500 billion in cash transfers to the east, and

This time, it looks as if it won't.

Statistics seem to belie the pessimism. In five years, East Germans' wages have risen from pauper levels to an average of 76 percent of those in the west. Bright stars have replaced drab emporiums. No one needs to stand in line for pears or bananas anymore. Almost as many East as West German families own cars.

In the last five years, Bonn has spent some \$500 billion in cash transfers to the east, and

private West German investment is estimated by Mr. Kohl at \$600 billion.

The cost of wrenching a land of 15 million people from Communist to capitalist economy made surprisingly little impact on the complacency of the west. However much westerners quibble about the tax levy, and however much the easterners are cast as curmudgeons and scapegoats, Germany's economic strength cushioned most westerners from the huge up-

heaval forecast by some five years ago.

SERVICED OFFICES
DIRECTORYWorld-Wide
Business Centres

Network
Fully equipped and serviced offices available on a daily, weekly or monthly basis. Secretarial, translation and personal telephone services. Meeting facilities.

A Vienna
Tel: +43 1 534 29 666
Fax: +43 1 534 29 666

B Brussels
Tel: +32 2 536 1686
Fax: +32 2 536 1686

CH Zurich/Basel/Geneva/Lug
Tel: +41 1 214 6262
Fax: +41 1 214 6262

D Amsterdam/Paris/Lyon
Tel: +41 21 641 1313
Fax: +41 21 641 1313

D Dusseldorf/Aachen/Berlin
Tel: +49 2102 62 979
Fax: +49 2102 62 979

E Barcelona/Madrid/Valencia
Tel: +34 3 414 5243
Fax: +34 3 414 5243

F Paris/Bordeaux/Lille/Lyon
Tel: +33 1 40 21 5955
Fax: +33 1 40 21 5955

I Milan/Rome
Tel: +39 2 681 9271
Fax: +39 2 681 9271

MA Copenhagen/Stockholm
Tel: +45 33 22 5141
Fax: +45 33 22 5141

M Amsterdam/Utrecht
Tel: +31 20 220 7510
Fax: +31 20 220 7510

P Lisbon/Porto
Tel: +351 21 355 7425
Fax: +351 21 355 7425

R Berlin
Tel: +49 30 324 39 666
Fax: +49 30 324 39 666

RU Moscow
Tel: +7 095 157 7226
Fax: +7 095 157 7226

World-Wide Business Centres
No 1 in Europe

Headquarters:
Europe: Tel: +41 1 214 62 62
USA: Tel: +1 212 695 0200
Fax: +1 212 306 9834

YOUR OFFICE IN PARIS

is ready when you need it.

• Fully furnished modern offices

and conference rooms to rent by the hour, day, month, etc.

• Your location at convenient bus

and train stations. All services

at your disposal.

91, rue de Valenciennes 75008 PARIS
Tel: (1) 47 31 36 36 Fax: (1) 47 31 36 36

BUSINESS SERVICES VIENNA

Professional support and advice in

all matters. Tel: +43 1 5121023

Fax: +43 1 5121023

HQ BUSINESS CENTRES

THE FLEXIBLE ALTERNATIVE
TO TRADITIONAL OFFICES

Over 150 business centres worldwide

European Sales Office

Tel: +44 11 44 11 41 22

Fax: +44 11 44 11 41 22

VOICE & FAX MAIL

You can always be reached.

Additional business services:

post, corporate address and mailing.

Call: +49 228 36 16 74

Fax: +49 228 36 16 74

BUSINESS CENTRE

"PALAIS ROYAL"

YOUR OFFICE IN PARIS

55 rue de Valenciennes 75008 PARIS

Tel: +33 1 40 21 59 55

Fax: +33 1 40 21 59 55

ASTON BUSINESS CENTRE

42 AVENUE MONTAIGNE

PARIS 8th

One of the most prestigious addresses

for your new office with all services.

Call: +33 1 53 57 57 57

Fax: +33 1 53 57 57 57

YOUR OFFICE IN DUSSELDORF

Completely staffed office

with full services. Germany

Tel: +49 2102 62 979

Fax: +49 2102 62 979

FREE OF CHARGE: No basic rate for

your first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

IMPORT/EXPORT

DISTRIBUTORS WANTED

for

Levi jeans, Calvin Klein

Polo, Ralph Lauren clothing.

Garment clothing

American sports wear distributors.

Fax: (904) 998-8008 USA.

NEW TRUCK TIRE BY ONTARIO

900/1000/1100/1200/1300 - 14-16-18 Pk.

Best price in the world. Free info.

Immediate delivery worldwide.

Call: +1 519 881 1111

Fax: +1 519 881 1111

BUSINESS CENTRE

"PALAIS ROYAL"

YOUR OFFICE IN PARIS

55 rue de Valenciennes 75008 PARIS

Tel: +33 1 40 21 59 55

Fax: +33 1 40 21 59 55

ASTON BUSINESS CENTRE

42 AVENUE MONTAIGNE

PARIS 8th

One of the most prestigious addresses

for your new office with all services.

Call: +33 1 53 57 57 57

Fax: +33 1 53 57 57 57

YOUR OFFICE IN DUSSELDORF

Completely staffed office

with full services. Germany

Tel: +49 2102 62 979

Fax: +49 2102 62 979

FREE OF CHARGE: No basic rate for

your first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

first month. No rent for the

REPRESENTATIVES NEEDED

FOR EXPORT/IMPORT

Sales representatives in

various countries for

export/import of

various goods.

Call: +41 1 214 62 62

Fax: +41 1 214 62 62

SALES AGENTS WANTED

FOR EXPORT/IMPORT

Sales agents in

various countries for

export/import of

various goods.

Call: +41 1 214 62 62

Fax: +41 1 214 62 62

THE JAVIA CONNECTION

is your contact

for sourcing from

Indonesia.

Call: +62 21 231 1022

Fax: +62 21 231 1022

TABLET COUNTING

MACHINES

High quality, reliable

machines for

counting tablets.

Call: +41 1 214 62 62

Fax: +41 1 214 62 62

DO YOU WANT TO WORK

in the

international

business?

Call: +41 1 214 62 62

Fax: +41 1 214 62 62

VERY SUCCESSFUL U.S. Marketing

Company is now

expanding

worldwide to

start-up and

grow rapidly.

Call: +41 1 214 62 62

Fax: +41 1 214 62 62

TRAVEL

DOCUMENTS

Attention: Call

for more

information.

Call: +41 1 214 62 62

Fax: +41 1 214 62 62

EDITORIALS/OPINION

Herald Tribune

PUBLISHED WITH THE NEW YORK TIMES AND THE WASHINGTON POST

A Treaty to Respect

Observers of different persuasions agree that Russia has a case for asking for changes in the 1990 treaty on Conventional Forces in Europe. This treaty, written while there still was a Cold War and a Soviet Union, sought to defuse the danger of East-West war by limiting conventional weapons by type and location. It has been extremely successful in establishing a new stability. But the evaporation of a Soviet threat left certain strategic problems affecting both sides, especially on the flanks. Chafing Russian generals note that zones which formerly were rear areas now constitute Russia's first line of defense. Even before the Chechnya insurrection, the generals were arguing that Russia faces chronic instability on its southern border.

The case for review, however, is a case for collective review under the treaty's terms, not for unilateral abrogation. That is what is objectionable in the attitude that an impatient Russian military and an increasingly nationalistic Russian public have pressed upon a vulnerable Moscow leadership. Some generals and their followers seem positively eager to break the treaty. Moscow is in compliance with the CFE treaty's overall national ceilings, but it will be in violation of flank limits unless it removes specified weapons.

It was to be a day of unimagined terror in the New York area. Powerful homemade bombs like the one that shook the World Trade Center in February 1993 were to go off at the United Nations headquarters, the main New York Federal Building, the Holland and Lincoln tunnels and the George Washington Bridge. The conspirators were arrested before they could act. On Sunday a federal jury convicted Sheikh Omar Abdel Rahman and nine followers on 48 of 50 charges relating to that terror conspiracy. It was a justified verdict based on an unusually broad but constitutionally sanctioned law.

The successful prosecution case was built around the rarely used charge of seditious conspiracy — plotting the forcible destruction or overthrow of the U.S. government. In this case the claim was that the defendants conspired to forcibly change U.S. government policies toward Egypt and Israel. The seditious charge required the government to prove only an intention to wage a terror campaign rather than the specific individuals to the planning of specific acts.

Prosecutors used tape recordings made by a paid undercover informant as well as testimony from other witnesses to connect the defendants to discussions in which terrorist targets were discussed and to the actual mixing of explosives. The government also traced multiple links between these defendants and two of those convicted in the earlier World Trade Center trial. But only the sketchiest connections were established between Sheikh Abdel Rahman and the alleged mastermind of that crime, Ramzi Ahmed Yousef. More may emerge on this at Mr. Yousef's trial next year.

Sheikh Abdel Rahman, who faces a possible sentence of life in prison, was convicted on the basis of recorded advice to his followers about the kind of targets that would and would not be justified under his interpretation of Islamic doctrine, and testimony about his religious preachings. No one should be prosecuted merely for inflammatory beliefs or oratory, but in this case there was considerable evidence of deeper involvement in terrorist planning.

Charges like seditious conspiracy and investigative tactics like the use of paid informants need to be used with the utmost caution. When a society is threatened with terror it must respond aggressively to protect the lives of its citizens. When that society is a constitutional democracy, it has the added burden of responding in accordance with law and principle, balancing considerations of security and justice. The prosecutors and jury in this extraordinary case appear to have met that demanding test.

—THE NEW YORK TIMES.

West Indian Corrective

The savage welfare cuts that just passed Congress have their roots in the Reagan revolution, which revived the Victorian view of poverty as a moral ailment brought on by sloth and failure of will but never, ever by anything so mundane as lack of opportunity. Black Reaganites brought a welcome diversity to conservative politics, but their main function was to validate moral indictments of the poor. The most obvious case was Clarence Thomas, who trashed the civil rights movement every chance he got and publicly insulted his sister for temporarily resorting to welfare during a crisis. Colin Powell figures in this debate as well, both as a black Reaganite and as a self-identified West Indian.

Because some analyses show them outpacing African-Americans in income, West Indians are routinely held up as proof that discrimination plays no real role in poverty. In "Wealth and Poverty," the bible of the first Reagan White House, George Gilder argued that West Indians born in the United States exceeded even WASPs in education and median income, and that therefore discrimination was no obstacle to black upward mobility. The economist Thomas Sowell took up the case in several books. But the Gilder-Sowell arguments were loaded and tendentious.

Ignored was the obvious fact that immigrants are self-selected travelers, primed for upward mobility. West Indian history and culture are special cases, too. Having lived in black societies where segregation was nonexistent, the first wave of West Indian immigrants arrived in America fearless of whites, indifferent to racial barriers. The Pullman Company, a major employer of blacks, declined to hire them, knowing that subservience was not their strong suit. The main West Indian asset was an almost religious devotion to the rotating credit associations that capitalized their businesses and that anthropol-

ogists trace back to Africa. Surveying Harlem in 1945, Adam Clayton Powell noted that West Indians "forged ahead faster than the rest" and received "envious sniffs" from African-Americans.

The animosity endures. Consider what transpired when Colin Powell proposed to Alma Johnson, an African-American from a prominent family in Birmingham. In General Powell's memoir, "My American Journey," Alma's father, R. C. Johnson, says: "All my life, I've tried to stay away from those damn West Indians. Now my daughter's going to marry one." The wedding pictures show Mr. Johnson long-faced and forlorn.

Colin Powell revels in his West Indian heritage — mentions it every chance he gets — while keeping a discreet distance from the political uses that some would like to make of that.

Why were West Indian immigrants so successful? The British, he writes, were "absentee landlords," leaving West Indians slaves more or less on their own. "Their lives were hard," he writes, "but they did not experience the crippling paternalism of the American plantation system, with white masters controlling every waking moment of a slave's life."

When Caribbean slavery ended — a generation earlier than in the United States — "my ancestors were told that they were British citizens with all the rights of any subjects of the crown. That was an exaggeration; still, the British did establish good schools and made attendance mandatory." The British then filled the civil service with blacks, giving them "self worth" and "an opportunity to develop attitudes of independence."

The tone is considerably more rational than the one we have been hearing for the last 15 years. In subtext at least, General Powell seems to say that even though he walked among the Reaganites, he was never truly one of them.

—THE NEW YORK TIMES.

It Was America That Escorted Japan Into the Fold

By Roger Buckley

TOKYO — Fifty years ago this autumn, the United States launched an extraordinary experiment. It decided to remake newly conquered Japan in its own image. After its bloodiest overseas war and against the advice of skeptical allies, the U.S. government approved detailed plans for the transformation of a wary, alien society. The ambition, scale and results of this venture deserve attention and respect half a century after the first GIs arrived in Tokyo.

Nothing on this scale had ever been considered by American policymakers. The United States regarded itself essentially as an anti-imperialist power, and its occupation of the Philippines as a best forgotten aberration. Yet the American occupation of Japan from 1945 until 1952 bore the hallmarks of a fully fledged colonial exercise.

It had a viceroy, General Douglas MacArthur, and an elite bureaucracy operating out of the Dai Ichi Building in Tokyo close to the Imperial Palace. This chain of command had outposts throughout the Japanese archipelago.

The United States also had an ideological mission. It was determined to impose an American form of democratic government on the defeated, demoralized and hungry Japanese.

General MacArthur and his lieutenants set to work with a brassness and determination that alarmed the Japanese establishment. A tidal wave of reforms all but drowned the old courtiers, officials and industrial czars. However, the unpopularity of the American commands among the conservatives was more than matched by the enthusiasm felt by the dispossessed. The United States quickly became the liberator of many in Japanese society.

The popularity of General MacArthur and his staff rested on a tripod of radical reforms. By insisting that Japan accept an open, democratic political system, they were putting in place the best guarantee that the Japanese would not revert to militarism. In Washington's eyes, its brand of democracy was a sure safeguard against fascism.

After dictating a new constitution for

Japan that has lasted without amendment to this day, the United States then altered the education system to buttress the democratic changes. Then it drastically changed the balance of power in rural Japan by eliminating the control of landlords and enabling tenant farmers to own their own rice fields.

Even though critics within Japan and outside can rightly point to later switches in occupation policies, particularly in the relaxation of barriers to the breakup of industrial conglomerates, the Japan of 1995 displays many of the qualities that were encouraged in the occupation era.

Contemporary critics of Japan in the West might ask themselves whether they ought to fault the American overseer rather than the Japanese pupil. Many of Japan's achievements since 1945 bear the imprint of American prompting and example.

If Japanese industry would later take on Detroit and California's Silicon Valley, the postwar reconstruction began under U.S. auspices. Industrial and trade policies that are now castigated by Washington were then promoted as ways to get Japan back on its feet again.

Of course, what no one could foresee was the zeal and national pride that postwar Japan would put into these economic struggles. Once it had promised to itself and its Asian neighbors that it would uphold the pacifist constitution drawn up by the United States, the country went full speed ahead to revitalize its industry and regain lost markets.

Japan continued to concentrate on these goals during the Cold War by leaving heavy defense burdens and global political responsibilities to other powers. The United States, under the terms of the security alliance with Japan that was signed immediately after the formal peace treaty in 1951, pledged to take care of the country's defense.

If America is uncomfortable with Japan's economic strengths and international weaknesses, it might recall that its postwar Asian ward was made in America.

The writer, author of "U.S.-Japan Alliance Diplomacy, 1945-1990," teaches history at the International Christian University in Tokyo. He contributed this comment to the International Herald Tribune.

The Champion UN Deadbeat Ought to Be Ashamed of Itself

By A. M. Rosenthal

NEW YORK — France, zero. Britain, zero. Zeros for other Western allies whose victory in World War II led to the founding of the United Nations: Canada, the Netherlands, Australia, Belgium.

On this list, a UN document, zeros are medals. They mean that the countries have paid up all their dues to the United Nations' annual budget, and owe nothing. The former Axis partners get those honorable zeros too — Italy, Japan, Germany.

Russia gets the zero medal for all past dues. The check from Moscow for part of this year's dues has not yet arrived, but, given that things are really complicated there, Russia has little to be ashamed of. Its delegates can walk in, cast votes and make speeches without flushing.

But on the United Nations' 50th anniversary, the United States gets no zeros, no medals. How embarrassed its delegates must be when they lecture the United Nations on reform. A good case could be made for can-

celing U.S. voting privileges in the General Assembly, or potting Washington on probation, for habitual financial deadbeating.

The United States is \$212 million in arrears for the annual budget for past years, and \$315 million for this year.

Turn to contributions to the peacekeeping budget, for missions carried out by the United Nations at the orders of member nations, including the United States. More than \$1 billion is due from the United States.

The United Nations puts the total American arrears for budget and peacekeeping at \$1.6 billion. U.S. accounting knocks off \$300 million for deductions it decided on without UN agreement. Either way, the United States owes about 43 percent of the total UN deficit.

But the United Nations has no reserves or capital. Even as the presidents and prime ministers speak, it is overdrawn and has peacekeeping debts of \$1 billion.

It is behind that much in the pay and equipment costs of the troops on mission duty.

One more Bosnia, Haiti or Cambodia and the United Nations will pay for carrying out the new mission by — by what? Nobody has any great ideas, or even mediocre ones.

Taking accomplishments and failures, the United Nations has been a good political investment. Most Americans believe so. Financially the U.S. budget allotment is a free lunch. From UN salaries spent and purchases made in the United States, America gets back far more than its annual dues.

But in Congress, under Democratic as well as Republican leadership, members adore punching the United Nations around.

Some of the actions taken at the United Nations are eminently denounceable — like the years of anti-Semitism parading as anti-Zionism, or the deliberate mis-

labeling of peacemaking as peacekeeping, as in Bosnia. But the perennial congressional UN-bashers withhold dues. They talk as if the United Nations were something separate, out there, acting on the orders of international bureaucrats.

Truth is, the United Nations acts on the orders of the member nations. Each mission was ordered by the members, the United States usually in the lead — not by the secretary-general or his staff. If the United States did not want the UN operation in Bosnia or Cambodia or anywhere, it could have killed any one by veto in the Security Council.

To refuse the contributions due is like running up a bill for clothes, wearing them for years and then refusing to pay the tailor because they need cleaning.

The other day I traveled to the first headquarters of the United Nations. It is in the Bronx, then as now the culinary and educational capital of America. While it was looking for a permanent home 50

years ago, the United Nations found haven at the uptown campus of Hunter College, then for women only. It is part of the City University of New York, the city's higher education system, a whole universe of learning that turned out General Colin Powell and me.

The women were shifted to Hunter's downtown campus and the gym was converted into the Security Council chamber.

The school is now Lehman College, also part of CUNY. I attended a roundtable between Secretary-General Boutros Boutros Ghali and CUNY students. Students and secretary-general were a fine match — informed, sophisticated, hopeful.

I thought about how the United Nations has changed — after all, 50 years. But one thing I never dreamed would happen — that America would become the biggest, most shameful UN deadbeat. It will remain so unless Americans protest soiling of the country's honor, and theirs.

The New York Times.

Keep Up the Pressure on Economists to Learn How to Count

By Jessica Mathews

WASHINGTON — In Chinese the word for wilderness is "wasteland." That reflects an ancient view that nature is producing something of value only when that something is a cash crop. We all know better now, or think we do.

American schoolchildren know that glaciers left Iowa and Kansas a billionaire's legacy of topsoil, that natural selection produced most of our wonder drugs, that timber is only a fraction of the value of a standing forest, and so on. Yet America's preeminent economic guidepost, the gross domestic product, is as out of date as the ancient Chinese term. It treats not only wilderness but all of the environment as valueless.

The GDP figure determines which countries are developing and which have made it to the economic high table. Wall Street hangs on every quarterly twitch. It's GDP that decides when a country is in recession. It guides governments and seals their fates.

The problem is that GDP measures neither wealth nor real growth. It lumps together economic pluses and minuses so indiscriminately that if a household or business used its equivalent for guidance it would find itself on the rocks in no time. It ignores bunks of the economy. The letters GDP might as well stand for Grossly Deficient Pretender.

Under the rules for calculating GDP, for example, a country can chop down a forest, record the timber sales as income and ignore the loss of the asset, since it is not counted. Nor is resource degradation — soil erosion, for example — although it is the natural analogue of the depreciation of a man-made asset. Pollution is not only counted as a positive but may be counted three times: when it is produced, when it is cleaned up and through its costs to health.

The principal reason why GDP has not been repaired is that so much needs fixing. Economists, aware that GDP has assumed a role for which it was never intended and for which it is drastically ill-suited, have done a lunk before the task of turning the indicator into an even semi-accurate measure of economic progress.

At long last that may be about to change. Environmentalists, as in so much else, have been the driving force. Dating largely from a seminal study by Robert Repetto of the World Resources Institute (issued in 1989 when I was the institute's vice president), their efforts have proved that, however difficult, there are technically sound ways to correct many of GDP's environmental absurdities.

With the release of its own study, "Measuring Environmental Progress," to be showcased at two international conferences in Washington this week, the World Bank now adds the enormous weight of its prestige to the effort.

Other voices have joined the chorus. Last month the United Nations Development Program released figures showing that the uncounted value of women's work in the home and community and their underpaid work in the formal economy amount to a phenomenal \$11 trillion, nearly half the world's official output of \$23 trillion.

Because GDP does not count any activity in which money does not change hands, regardless of its economic significance, the result is not merely injustice but, in the United Nations' words, reduction of women to "virtual nonentities" without property rights, access to credit and other necessities. So for women, too, GDP reform is a priority.

Now the lead piece in October's Atlantic Monthly proposes to replace GDP with a comprehensively reformed measure that

the authors call GPI, the Genuine Progress Indicator. They try to correct what they see as GDP's environmental shortcomings, include volunteer and household work, subtract the costs of various types of social decline (crime, divorce, loss of leisure time), subtract foreign borrowing used to finance consumption rather than investment and — the biggest single change — adjust for changes in income distribution (widening inequality is a negative factor).

They find that in contrast to U.S. GDP's steady growth since 1950, per capita GPI leveled off in the late 1960s and has declined since 1973. This, they think, explains the apparent paradox that while the statistic climbs, voters are gloomy. GDP growth may reassure officials, but it does not reflect real life. (Coincidentally or not, the downward turn in GPI in 1973 coincides with the beginning of what is now a 20-year decline in real wages.)

Experts will have a ball ripping apart some of the utterly arbitrary assumptions that underlie the GPI calculations. The value of the work lies, rather, in the exceptional clarity and accessibility to the noneconomist of the authors' exposé of GDP's many flaws.

They have flung down a gauntlet to economists: If these numbers are wrong, devise something better. They are right. And it is worth the effort. GDP is a beacon that governments follow slavishly even though it leads them seriously astray.

The public will have to keep the heat on, though. Left to itself, the profession will stick with the status quo for another 50 years.

The Washington Post.

Hurting Development and Business

By John C. Bullock

PARIS — Are environmentalists throwing out the baby with the bathwater in their approach to developing countries? The United Nations' Basel convention on hazardous waste has just been amended to ban industry in those countries from purchasing hazardous recyclable materials from industrialized countries, beginning in 1998.

The premise of the ban is that the developing countries cannot operate in an environmentally sound manner those industries which use recyclable materials. It is a dangerous action, and an even more dangerous precedent.

At a conference of the parties to the convention in Geneva last month, the International Chamber of Commerce delegation, speaking on behalf of world business, drew the attention of government environmental experts to the real problems with the ban, and with the premise on which it is based. The first problem is that nobody knows to which materials the ban applies. If you read the convention literally, it defines even the most commonly traded scrap materials, such as steel and copper scrap with international trade specifications, as hazardous waste. The ban would effectively cripple the electric arc furnace steel industries and basic copper industries of many developing countries.

Efforts are under way within the convention to clarify the definitions of hazardous waste, and to list recyclable materials that are not hazardous and are not covered by the Basel convention. It is to be hoped that all of this will be done by late 1997, just before the ban goes into effect.

But there is real uncertainty about how the definitions and lists will turn out, and thus about the impact of the ban itself. Meanwhile, the impact on long-term planning for industries which use these materials is immediate. Is the premise even realistic or

fair? A wide range of technical, legal and governmental capabilities among the many countries, and within individual countries, have been banned from this trade in Europe and North America.

And are the rapidly growing Asian and South American economies really so lacking in their ability to protect the environment that they should not be able to have industries that use recyclable and secondary raw materials?

Countries like Brazil, Chile and South Korea are on the verge of achieving major economy status, and have functioning environmental laws and agencies. At the Geneva conference, some developing countries, in emphasizing their need for raw materials, drew attention to their sound environmental management of recycling processes. But the ban applies to them nevertheless.

To be sure, these countries have a way to go in matching Western Europe, North America and Japan in levels of environmental protection. Furthermore, environmentalists are certainly correct in asserting that it is harder to protect the environment in an industrial setting, and that there will be problems as developing countries become industrialized.

Developing countries have to determine their own environmental policies in relation to their need for hospitals, schools, transportation and public health, as well as for strong economies to pay for them. Banning these countries from participation in a significant area of world trade is a drastic measure, and a wrong one.

How far is the premise to be applied? If a developing country cannot manage hazardous recyclable material, can it manage a product containing the same chemicals? The United Nations Environ-

ment Program is beginning to develop a program to control trade in hazardous chemicals to developing countries, and the Basel convention has offered its assistance. It takes on great leap of logic to believe, with the Basel convention as guide and precedent, that developing countries may be found incompetent to manage hazardous chemicals and products, and be banned from receiving them. Will developing countries then be relegated to primitive agriculture in the name of environmental protection?

A broader view should be taken of the requirements of developing countries, a balanced view that takes account of their international economic aspirations — with recognition that industrial and commercial development and international trade provide real benefits and economic resources with which to address social and health needs, including the improved environmental protection.

Developing countries should have necessary be given technical help in improving environmental protection. They should be given a hand up, not down.

The writer is an American lawyer specializing in environmental issues, who took part as a member of the International Chamber of Commerce delegation in the recent Geneva conference of the parties to the Basel Convention on the Trans-Boundary Movement of Hazardous Waste. He contributed this comment to the International Herald Tribune.

Letters intended for publication should be addressed "Letters to the Editor" and contain the writer's signature, name and full address. Letters should be brief and are subject to editing. We cannot be responsible for the return of unsolicited manuscripts.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1895: Black Rights

NEW YORK — There is still on sign in the North of the least disposition to intervene for the preservation of the constitutional rights of black citizens of the South. Nor will agitation in England or elsewhere in Europe benefit the blacks. The Radical outcry in England last year about the lynchings of blacks in the United States was distinctly mischievous. The people of the North saw no way of interfering, and they did not and do not care to be lectured about it by those at a distance who were in no position to appreciate the difficulties which prevent action.

sensitive" and civil war exists or is impending in seven countries. All this, it is pointed out, despite the promises made that the League of Nations would bring peace to the world.

1945: Policy on India

NEW YORK — The British Labor government's recent declaration of policy on India may be regarded as a "victory in theory" for the Indians in their fight for independence, according to D. F. Karaka. However, a vital decision must be made before self-government in India becomes a fact. On the one hand, the division of the country into a Muslim "Pakistan" and a Hindu "Hindustan" might be brought about, with each given its freedom separately. Or the country could wait until the influence of Jinnah, leader of the minority Muslim League, "is obliterated," with India then receiving its independence as a unit.

1920: Failing League

NEW YORK — Government reports show that while nine active wars are now going on, nineteen international fronts are strongly held in favor of an outbreak at any time, four frontiers can be described as "acutely



International Herald Tribune

KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER

Co-Chairman

RICHARD MCLEAN, Publisher & Chief Executive

JOHN VINOCUR, Executive Editor & Vice President

• WALTER WELLS, News Editor • PAUL HORVITZ, KATHERINE KNORR and CHARLES MITCHELLMORE, Deputy Editors • SAMUEL ABT and CARL GEWIRTZ, Associate Editors • ROBERT J. DONAHUE, Editor of the Editorial Pages • JONATHAN GAGE, Business and Finance Editor • RENE BONDY, Deputy Publisher • JAMES MCLEOD, Advertising Director • JUANITA L'ESPARE, International Development Director • DIDIER BRUN, Circulation Director

Directeur de la Publication: Richard D. Simmons
Directeur Adjoint de la Publication: Katharine P. Durwin

International Herald Tribune, 181 Avenue Charles-de-Gaulle, 92521 Neuilly-sur-Seine, France.
Tel.: (1) 41 43 93 01. Fax: (1) 41 43 92 12. Adv.: (1) 41 43 92 12. Internet: IHT@earthlink.net

London: Tel.: 01 41 43 93 01. Fax: 01 41 43 92 12. Singapore: Tel.: 01 41 43 93 01. Fax: 01 41 43 92 12.
New York: Tel.: 212 41 43 93 01. Fax: 212 41 43 92 12. Hong Kong: Tel.: 01 41 43 93 01. Fax: 01 41 43 92 12.
Tokyo: Tel.: 01 41 43 93 01. Fax: 01 41 43 92 12. Frankfurt: Tel.: 01 41 43 93 01. Fax: 01 41 43 92 12.
Paris: Tel.: 01 41 43 93 01. Fax: 01 41 43 92 12. New York, N.Y.: Tel.: 212 41 43 93 01. Fax: 212 41 43 92 12.
Los Angeles: Tel.: 213 41 43 93 01. Fax: 213 41 43 92 12. London W2C: Tel.: 01 41 43 93 01. Fax: 01 41 43 92 12.
A.A. copyright © 1995 International Herald Tribune. All rights reserved. ISSN: 0241-9692

OPINION/LETTERS

Grim Society's Excesses Replace Those of Great Society

By Kevin Phillips

WASHINGTON — Ross Perot's surprise third-party announcement didn't come in time to block the new congressional agenda moving through Washington. The trouble is, the United States can't afford another reckless economic and social experiment in which the failed liberalism of the 1960s, gets replaced by a new Grim Society, the rightward overreaction of the 1990s.

"Conservative" isn't the right label here. Plans to gut Medicaid, cut Medicare, slash environmental regulation, recast the tax code toward Wall Street and Palm Desert and embark on a risky new approach to welfare aren't considered, careful and incremental. On the contrary, taken together, they are the stuff of radicalism — of ivory tower planners, ideologues and second-rate professors ascended to positions of first-class power.

Tricky legislative procedures are a warning light. Agendas rushed through Congress, hurried so ordinary voters do not have time to understand or protest, are almost always the excesses of special interests — not the sentiments of the grass roots. Last week's Medicare "reform" is a perfect example. It's also fitting to compare the current Republican Congress to the last session to produce such a blizzard of supposedly reformist domestic legislation — the overwhelmingly liberal 89th Congress of 1965-66.

Both parties go too far, given half a chance. For both episodes prove the same point: Citizens must beware when zealots pretend that a negative election targeting an unpopular White House occupant or candidate was actually a mandate for their own accumulated domestic policy daydreams.

President Lyndon Johnson and the hugely Democratic 89th did this 30 years ago, misinterpreting the defeat of 1964 Republican nominee, Barry Goldwater, as a mandate for piling up federal programs; experimenting

with housing, education and welfare; seeking to end poverty almost overnight, and paying for everything with printing presses and inflation instead of new taxes. Sociologists and "experts" had a field day, and even the 2-1 Democratic Congress passed some of the more extreme legislation by only two-vote margins. Finally, on Election Day, 1966, the voters rebelled, and the Democrats lost 47 seats in the House and three in the Senate.

The relevance is twofold. First, parts of this "Great Society," grown like Jack's beanstalk, are what Americans are now fighting over. Republicans are quite correct in saying many entitlements did get out of hand, fueling today's sky-high health costs and welfare outlays. However, just as the 1965-66 congressional surge of progressivism went beyond national support for dealing with the accumulated problems of civil rights, education, health and the environment, the right's "Contract With America" orgy also goes beyond a reasonable correction of excessive government and regulation.

The unerving parallels don't end with initial overreaction. Today's right-wing zealots seem just as eager as 1960s liberals to ignore voter worries that they're going too far — even as they twist the arms of unpopularity senators and congressmen to ram legislation through in secrecy before voters can know what's going on. Last week's bloodletting on Medicare, with only one day of hearings and with critical dollar amounts and formulas withheld, follows similar covert procedures in the Republican Congress's regulatory overhaul and tort reform. Fear is also growing that these Republican backroom maneuvers are threatening the future of the Environmental Protection Agency.

Thirty years ago, the ambitious blue-print-

ers were liberals in the Departments of Health, Education and Welfare and Housing and Urban Development, backstopped by academics, economists and consultants from dozens of think tanks, universities and institutes. Today, there is a new generation of overheated individuals — this time conservative — from a new crowd of universities and think tanks. They are now touring the merits of flat taxes and permissive business regulatory policies — free the Oil Spill Five and the Securities Fraud Seven — and just as eager to enoble overprivileged speculators and corporate buccaneers as their 1960s liberal predecessors were to enoble underprivileged welfare "clients" and muggers.

Today's right is embarrassed by yesterday's jokes about experts and eggheads. In the 1990s, the professors who have never met a payroll are managing conservative ideology: the House speaker, Newt Gingrich, a former assistant professor of history at West Georgia College; the House majority leader, Dick Armey, a former professor of economics at North Texas State University; and Senator Phil Gramm, presidential candidate and a former professor of economics at Texas A&M University. These three are probably the top Washington strategists of the Republicans' "Contract With America," with its commitment to Darwinian sociology and trickle-down economics.

Practical centrism is not what they do. Frederick the Great of Prussia made a shrewd analysis when he said if he wanted to punish a province, he would have it ruled by an intellectual. The United States so opted out only in 1994, when it elected a congressional majority enthralled with professors Gingrich, Armey and Gramm, but also in 1992 — by electing the former Rhodes Scholar and former part-time University of Arkansas law professor Bill Clinton as president.

The result has been a double-barreled na-

tional disenchantment. First, with the president's indecisive leadership; then with the new Republican Congress that has ducked such populist issues as term limits and campaign reform in order to emphasize "Contract With America" provisions that can better be described as a "Contract With K Street" — the Washington special-interest lobbying community — already being derided by both Mr. Perot and Colin Powell.

The public understood this first, though, and as autumn's leaves begin to fall in Washington, the ratings of the new Republican Congress and speaker are already on the ground, brown and crumbling. New polls taken by NBC, Gallup and the Times Mirror Center all show the Congress drawing negative assessments, the weakest since the election, down from the public's 2-to-1 favorable views of the new Republicans last winter. Familiarity has bred at least discontent. This has been fanned, most recently, by the arrogance of the new Republican majority, which simultaneously pushed \$270 billion worth of Medicare reductions while insisting the country also needed \$245 billion of tax cuts tilted to business and the upper brackets. That's chutzpah.

But the most important thing about the apparent simultaneous failure of the Democratic president and the Republican Congress is that the public may finally be rejecting the two-party system. In operation since the 1850s, National surveys show 60 percent of Americans favor the creation of a new third party — with half the Democrats and half the Republicans agreeing the United States needs something else.

The writer is the author most recently of "Arrogant Capital: Washington, Wall Street and the Frustration of American Politics." He contributed this comment to the Los Angeles Times.

A Lesson on Yom Kippur For Former Soviet Jews

By Edward Serotta

BERLIN — The four-story building, a barracks, sits alone in the forests that divide the former East German state of Thuringia with its rich western neighbor, Hesse. Before 1989, the building housed East German border guards.

These days, you can't even find the border, although the barracks, not far from the village of Mackenrode, are still occupied — by 108 Jews from the former Soviet Union.

With a mixture of guilt and generosity tempered by practicality, Germany welcomes a certain num-

Siniols Tschushmir, also from Kiev, said, "About Judaism, we, all of us in this room, don't know a thing!"

She looked down the table at the children sitting on their parents' and grandparents' laps.

"My grandparents knew a lot about being Jewish," she said. "But because of communism, they became afraid to teach us, and so now we sit together and we don't know how to be Jews. I feel so helpless."

She continued, raising her voice. "I want my daughter to know something, lots of things," she said. "I want my daughter to be in a country where you can practice religion without being afraid, and I want her to know what it means to be a Jew."

"I ask you," she went on. "On Yom Kippur, is there some special prayer I can say for her future? I mean, it's too late for me."

Her voice cracked. In a half-whisper, she said, "I want everything for her."

After learning about the holy day, Efim Kisenko, a 65-year-old engineer from Kishinev, said he was disappointed he wouldn't be able to attend Yom Kippur services.

"You say you can't bring us to a synagogue?" he asked. "I hardly seem fair now that you've explained how important it is."

Their teacher had an idea. She said she would consult a rabbi in Kassel and ask him to outline the proper prayers.

"We'll have our own Yom Kippur service," she said.

Mr. Kisenko looked surprised.

"Can you pray outside of a synagogue?" he asked. "Is it — he searched for the word — 'kosher'?"

The social worker nodded.

"I would say it is very, very kosher," she said.

The class beamed.

Vera Atzelevitch, from Minsk, blurted out: "That is so nice of you! I'll make some fresh doughnuts!"

She reddened as the other students glared at her for not comprehending the lesson.

"Sorry," she said. "I forgot about this fasting business. I'm learning, I'm learning."

The writer is working on a book about Jews in contemporary Germany. He contributed this comment to the International Herald Tribune.

LETTERS TO THE EDITOR

At a Loss

Regarding "Peres and Arafat Agree on Transfer of West Bank to Arabs" (Sept. 25):

I must be one of the many people who find themselves at a loss on the subject of the Israeli-Palestinian negotiations. Aren't negotiations supposed to benefit both sides?

The Palestinians are gaining control over the West Bank. Serge Schmemmann writes that "the staged withdrawal enabled both sides to claim major gains."

The Palestinians' gain is obvious, but what exactly are the gains for the state of Israel and its people? That for

the second time the Palestinians will promise to revoke the article calling for the destruction of Israel?

The final stage of negotiations will deal with the fate of Jerusalem. Isn't Mr. Peres walking on dangerous ground here?

GALINA MICHKOVITCH, London.

United Bosnia

There is talk these days about the territorial division of Bosnia and ties of the eventual Serbian and Croatian sectors with Serbia and Croatia. But there is not a word about the future of the Muslim sector.

Perhaps it would be simpler and more stable if Bosnia remained an integral state with one legislative body and one government, in which all three ethnic groups were represented proportionally. The Swiss constitution could be a model.

There would be no need for voluntary or compulsory movement of populations. People would vote for candidates wherever they resided.

T.L. CHRYSANTHOPOULOS, Villeneuve-Loubet, France.

Grateful in Germany

Regarding "Closed Germany Keeps Refugees Adrift" (Sept. 12):

Why doesn't the International Herald Tribune publish an article about the hundreds of thousands of refugees and asylum seekers in Germany who are grateful for receiving shelter instead of being jailed, tortured, raped or even murdered.

ALBRECHT KÜPPERS, Bad Soden, Germany.

Unfair to RVs

Regarding "Let the Motorized Hordes Go Camping at Wol-Mort" (Opinion, Aug. 23):

Tom Chafin's article misrepresented recreational vehicles (RVs) in U.S. national parks and presented a

narrow, restrictive vision of camping that would exclude millions of Americans who travel and camp in them.

Any group has the potential to abuse our parks. Irresponsible backpackers can foul streams. Tent campers can play radios loudly outside. RVers can forget rules to turn generators off after 9 P.M. But the misconduct of the minority doesn't justify punishing the conscientious.

DAVID J. HUMPHREYS, Reston, Virginia.

The writer is president of the Recreation Vehicle Industry Association.

BOOKS

ANOTHER YOU

By Ann Beattie. 323 pages. \$24. Knopf.

Reviewed by Howard Frank Mosher

PROFESSOR Marshall Lockard is in a holding pattern. This isn't anything unusual, though, for the reluctant, middle-aged hero of Ann Beattie's powerful and entertaining new novel.

A literature teacher at a mediocre New England college, Lockard has never been able to involve himself fully in what he thinks of as "real life."

Instead, he seems to dwell primarily in a detached world of daydreams, whimsical speculations and remembered lines from favorite poems.

As simple an act as reaching for a banana prompts him to wonder "if there was any poem that contained the word 'banana.' Peach, certainly; what Magritte had done for the green apple, Eliot had done for the peach. For a moment he thought how different, how absurdly different, the whole poem would be if Profuck had wondered whether he dared to eat a banana."

In fact, Marshall Lockard, though a thoroughly decent

man, has no personal friends, no strong family attachments, no passions other than books, and more than a bit in common with T.S. Eliot's maddeningly uncommitted J. Alfred Prufrock.

The poor guy can't even bring himself to write a love poem to his wife, for fear it will turn out to be clichéd.

The realm of human affairs in Beattie's fiction is over less than a complex and unpredictable, however.

Right out of the blue one stormy evening, Marshall picks up a young woman hitchhiker, who causes his entire life to undergo a profound transformation.

The hitchhiker's name is Cheryl Lanier — one of Marshall's students, as it turns out — and at a dreary roadside, over a drink or two too many, she relates a horrifying story involving the rape of her roommate.

More shocking still, the alleged rapist, Jack McCallum, is one of Marshall's colleagues at the college.

The ensuing entanglements are unlike anything Marshall has ever before experienced, particularly after McCallum seeks refuge at the Lockards' house, where he's tracked down and stabbed nearly to

death by his crazed wife.

As if this isn't enough to deal with, Marshall's stepmother, Evie, has a life-threatening stroke, and soon afterward his wife acknowledges to him that she's been conducting a torrid affair with her boss, a sleazy real estate dealer, with whom she has been playing a wildly erotic version of hide-and-go-seek known as "the game" in the empty houses he's listing.

Interspersed at strategic intervals in the unfolding narrative is a series of mysterious old letters from a man identified only by his signature: "M." to the governess of his children.

The tone of these letters is deeply ambiguous.

Some of them border on romantic declarations; others reveal an impenetrable self-absorption and a tormented marriage, and hint at a strange, secret love triangle.

By degrees, they reveal a compelling family history.

At the same time, Marshall decides to embark on a road trip south to Key West, into his own personal and family past.

His odyssey, which forms the central dramatic action of the second part of the novel is enlivened by all of Beattie's

trademarks at their very best: an ear for contemporary speech as unerring as Elmore Leonard's and an unblinking eye for the gloriously absurd details of American life in the fast lane.

Best of all, she has a gift for hilarious yet sympathetic satire of the idiosyncrasies of a score or more minor characters whom we soon come to know like our own neighbors — from the deliciously bumptious president of Marshall's college, swooning down with a predatory eye on a potential benefactor (or a full bottle of sherry), to McCallum's knife-wielding wife, who for years has badgered him to join the Masons so that she'll be assured of a comfortable old-age home.

Beattie's tenth work of fiction also presents us with her widest range of major characters to date.

No other writer at work in this country today invents such devastating send-ups of self-styled intellectuals.

Howard Frank Mosher wrote this review for The Washington Post.

Thursday

HEALTH/SCIENCE

With a wide range of topics from technology to space exploration, from recent medical discoveries to how the human brain functions, this in-depth feature brings up-to-date information on scientific and physical developments in the intriguing worlds of health and science.

Every Thursday in the International Herald Tribune.

Herald Tribune
THE WORLD'S DAILY NEWSPAPER

GENERAL NEWS

Clinton Vetoes Funds to Run Congress

Compiled by Our Staff From Dispatches

WASHINGTON — President Bill Clinton vetoed a bill Tuesday that would provide funds for Congress to operate, the White House said.

Mr. Clinton and the Republican-controlled Congress are fighting over government funding for the fiscal year that began Oct. 1 and how to cut the federal deficit.

"The president just feels that is inappropriate for Congress to take care of Congress and leave everybody else hanging," said the president's press secretary, Michael McCurry.

He said that Mr. Clinton had signed into law a bill that provides funding for military construction projects, which allows for spending at military bases to house soldiers, even though he objected to about \$70 million in spending that he felt was not necessary.

"You might describe them as pork," Mr. McCurry said of the projects. "And they will sink appropriately."

Mr. McCurry said that in vetoing the funding for Congress, Mr. Clinton "wants to say to them that we have got to sit down and take care of business."

The Republican majority in Congress sent the bill, which reduces some legislative costs, as a symbol of their eagerness to cut back government spending.

But Mr. McCurry said Mr. Clinton used the veto to express his concern over what the spokesman said was sometimes "pretty pathetic" work on the budget by Republican lawmakers.

Mr. Clinton's third veto as president came on a bill that allows for \$2.2 billion in congressional spending — a \$200 million reduction from the last fiscal year.

(Reuters, AP)

Militants Vow to Kill Americans

Compiled by Our Staff From Dispatches

CAIRO — Egypt's largest Islamic militant group threatened Americans on Tuesday with "all means of violence" in retaliation for the conviction of Sheikh Omar Abdel-Rahman and nine others for conspiring to bomb the United Nations, tunnels and a bridge in New York City to frighten the United States into changing its Middle East policies.

The warning came in pamphlets sent to security authorities and posted on walls in two southern Egyptian provinces, the police said. It was the first statement by the Islamic Group, since the Sheikh's conviction Sunday in New York. "We warn you with the use of all means of violence," the pamphlet said, referring to Americans, the police said.

The U.S. Embassy here had no immediate comment, but security was tightened there and at other American institutions. About 11,500 Americans live in Egypt.

(AP, NYT)

AMERICAN TOPICS

Don't Read This Over an Open Flame

Driving with a big cardboard sunshade covering your car's windshield is not a good idea. It says so, right on the sunshade, in red block letters.

"Warning: Do not drive with sunshade in place. Remove from windshield before starting ignition."

Where there is any threat of a lawsuit, there is a warning label. And some of them seem downright absurd.

Consumers are told that their coffee is hot, that a knife blade is sharp, that it is unwise to fold a stroller with a baby sitting in it.

Take that tip about the sunshade, Lia Terry, marketing coordinator for Auto-shade Inc. of Moorpark, California, told The Associated Press that some customers have actually called and complained after they took to the road, blind. "Some people don't think too clearly," she said.

Legally, manufacturers

have no obligation to warn anyone about "open and obvious" dangers from their products.

"You don't have to put a warning on an airplane propeller saying, 'Don't walk into this propeller when the engine is running,'" said Tom Barba, a Washington lawyer who defends manufacturers sued after their products are involved in an injury.

He says the idea of such seemingly obvious warnings is to protect against the chance that some jury, somewhere, might find the company at fault for something that looked obvious.

Short Takes

Supposedly, the rising value of real estate and changing lifestyles are dooming the open-air drive-in movie theaters of the 1950s. Certainly, the number of drive-ins has dropped more than 75 percent, from 4,063 in 1958 to 859 in 1994. But there is hope for those who live for summer nights behind the dashboard. "Valley of the Dolls" played across a big screen and the aroma of hot dogs and popcorn wafting from the concos-

sion stand. There were actually 22 more drive-ins in 1994 than in 1993.

A circus lion bit off the right index finger of an Indianapolis woman who scaled three fences and stuck her hand inside the cage to pet the animal. Lisa Fox, 31, told the police she put her hand into the lion's cage at a downtown staging area used by the Ringling Bros. Barnum & Bailey circus. Miss Fox was hospitalized while surgeons tried to sew the finger back on.

Exxon Corp., whose ads feature a cartoon tiger and exhort motorists to "put a tiger in your tank," says it will donate \$5 million over the next five years to support international efforts to protect the habitat of tigers in the wild. Exxon's chairman, Lee Raymond, says the company is committed to "helping to save a legendary species that represents beauty, strength and grace." The move is a departure for the oil company, which was accused of not moving fast enough when the tanker Exxon Valdez ran aground in 1989, contaminating Alaska's Prince William Sound with 11 million gallons of crude oil.

International Herald Tribune.

TO OUR READERS IN GERMANY

It's never been easier to subscribe and save -

just call our Frankfurt office

toll-free 0130-848585 or fax: 069-175413.

'To Die For': Portrait of the Media Monster

By Stephen Holden
New York Times Service

NEW YORK — The movies have always revealed in monsters who emerge from the primeval swamp of our unconscious to terrify us with half-remembered nightmares. But Gus Van Sant's scathing, satirical new film, "To Die For," may be the first movie to create a glamorous she-devil who is as up-to-the-minute as the latest tabloid tidbit on Michael Jackson, Madonna and the O.J. Simpson circus.

You might call Suzanne Stone, the lethally ambitious weather girl at the center of the film, Hollywood's first full-blown media monster, a creature born out of a million television shows, then slicked and scented with the fragrances and emollients of a million glistening commercials.

Superbly played by Nicole Kidman with the cold-blooded perkiness of a Miss America contestant, Suzanne flaunts a narcissism so insatiable that it can be satisfied only by fame and fortune as a network television personality.

When Suzanne decides that her stick-in-the-mud husband is impeding her campaign to reign alongside Diane Sawyer, Barbara Walters and Oprah Winfrey as a media queen, she engages a trio of aimless high school students, with whom she is making a famous document-

tary on teenage life, to murder him. As payment, she offers the killers the only two things she considers worthwhile: sex and the promise of glamorous media jobs once she becomes famous.

Although she is a celebrity only in her fantasies, Suzanne realizes not long after the murder that notoriety could change all that. Better to be Susan Smith or Amy Fisher than nothing, she decides, dazzled by the glare of approaching television lights.

In dissecting the overpowering allure of the television media, "To Die For" gives that theme a wonderfully vicious twist. The movie is constructed around Suzanne's home-video pitch of her own story to Hollywood. In videotaping a story that she expects to cash in on, Suzanne has made the logical next step beyond Joey Buttafuoco and Amy Fisher or the O.J. Simpson crowd in self-commodification.

By taping and editing her version of events, she has seized control and created the ultimate tabloid docudrama, one in which reality and fiction, home movies and Hollywood come together. Suzanne long ago absorbed the lessons of modern stardom: fame is fame, no matter how you get it. And fame pays big bucks if you massage it right. All it takes is nerves of steel and no conscience.

At the dawn of the media age, the world was divided into two camps: the stars, who lived exalted lives in a West Coast par-

adise known as Hollywood, and then everybody else. In those days, the stars gave lessons to the masses in how to speak, dress and act. But unless you were the one-in-a-million hopeful who was discovered and anointed, you were just an imitator.

Then television was invented. Along with the stars came more and more people who looked and acted just like everybody else, except they were a little more polished. It became harder and harder to tell the difference between the stars and everybody else. And when the TV box grew so big that a close-up of a face was larger than life, every face that appeared on it became a star face.

By 1970, this celestial democracy was proclaimed in popular songs like John Lennon's "Instant Karma" and Sly and the Family Stone's "Everybody Is a Star." That phrase — "everybody is a star" — is so optimistically American. Democratic and egalitarian, it implies that millions of people have enough vision and autonomy to see themselves as larger-than-life beings with unlimited opportunities. Nobody's better than anyone else.

But if everybody is a star, who's going to watch? That is the humorous question posed in "To Die For." The obvious answer is that some stars will be brighter than others. For the contradictory nature of television is that while it is busy including

everybody and finding the lowest common denominator of taste, it is also about winning. If a television show doesn't grab ratings, it's kaput. That's where the monster comes in.

A media monster is born out of the increasingly hard-to-discern gulf between day-to-day reality and television's version of life. With its orderly montage and authoritative tone, television presents itself as an objective mirror of the world. The larger it grows, the more convincingly objective it appears.

Television has figured out how to turn almost everything into high drama and make everyone feel like a player. We are all stars of our own riveting soap operas. The only thing standing between us and celebrity is a mass murderer in the family or an extraterrestrial abduction.

But high drama thrives on conflict, not on resolution. That may be why the tone of discourse across the spectrum of American life has become so shrill. A quiet conversation isn't nearly as exciting or commercially salable as a hysterical argument.

More and more people seem willing to sacrifice a great deal to be noticed by television. In "To Die For," Suzanne Stone never gets to be on a talk show, spilling out her most intimate secrets for the price of an airline ticket to the studio and a moment of air time. But her family does.

No event has demonstrated so brazenly the conversion of

the personal into the commercial as the O.J. Simpson trial. And no event has revealed television to be so profoundly duplicitous. As many have observed, the trial was a travesty of justice run amok. While television news readers and their advisers nightly handicapped the trial, to most people it was perfectly clear that this was just the latest form of infotainment.

But the cultural lesson being taught is a law that has nothing to do with justice or the legal system and everything to do with images and self-marketing.

To be a Kato Kaelin or a Faye Resnick in America is to win the media sweepstakes. The Kaelins, Resnicks, Buttafuocos and Bobbitts are the winners in a world in which publicity, lies and wealth have become so intertwined that the star makers, handlers and spin doctors have become as hungry for fame as their employers.

Reality becomes show business. And it's all somehow unreal. We stop worrying about one another and worry about our ratings.

Was Ronald Reagan really the president? Or was he an actor playing the president? And does it really matter? We lose sight of the fact that being media wise isn't the same as being wise, that cynicism and sagacity are not synonymous.

And when we have truly forgotten the difference, we will have become media monsters just like Suzanne Stone.



The impeccable Maggie Smith in a scene from Edward Albee's "Three Tall Women."

'MacBeth' Heavy on Ideas

By Sheridan Morley
International Herald Tribune

LONDON — As if to prove that we, like Broadway, now also have a theatrical season starting in October, an amazingly rich week of stargazing from the stalls: Maggie Smith, Lauren Bacall, Judi Dench, Sian Phillips and Patricia Hodge all in new productions, though the men have had a rougher time, notably Mark Rylance out at Greenwich whose "Macbeth" drew the worst reviews since the Peter O'Toole fiasco 15 years ago.

The trouble this time is not a lack of ideas, but too many of them. Rylance starts the show, of which he is star and director, by arriving on stage with Banquo in a beaten-up jalopy, confronting the witches in heavy American accents, like backwoodsman suddenly faced with a flying saucer. It gets worse.

Duncan is a guru running some kind of suspect cult. His followers seem to be largely Indian, though Jane Horrocks as Lady Macbeth has a kind of Home Counties uneasiness vaguely reminiscent of Sarah Miles going to meet the Maharishi Mahesh Yogi at some point in the Swinging Sixties.

None of this would much matter were Rylance not about to open Shakespeare's Globe in Southwark, an appointment that explains why such heavy guns have been fired on what would otherwise be just a "concept" gone horribly wrong. It is not after all as though Greenwich is exactly famous for giving great Bard. But Rylance has already promised that he won't direct at the Globe, and as an actor he has already proved himself, so let's just put this one down to experience, even though it's not one I'd care to repeat.

Better news at Wyndhams,

where Maggie Smith is back in Edward Albee's chillingly brilliant "Three Tall Women," now with a much stronger cast (Samantha Bond, Sara Kestelman). As Albee acknowledges, you'll never see it better and nor Dame Maggie either.

"Whipped cream with knives" was what its first director, Hal Prince, called "A Little Night Music," and the new production by Sean Mathias at the Olivier gives carefully equal emphasis to the choler and the cutting edge. This particular Sondeheim has been seen twice in the West End since it opened in 1973, and it is the third Sondeheim to have formed a

LONDON THEATER

part of the National's musicals program in recent years. It might, therefore, have been better to try something a little less familiar this time.

But we're unlikely ever to get a better cast, at least on the female side: Judi Dench sending in the clowns, Sian Phillips recalling her liaisons and Patricia Hodge as the increasingly unbalanced countess are all definitive, leaving their menfolk (Laurence Guittard and Lambert Wilson) struggling to keep up. But this is always the show stolen at the final curtain by the maid who sings of marrying the miller's son, and here too Issy van Randwyck fulfills all hopes. Mathias has come up with a commendably ungimmicky re-

vival that mercifully does not seek to impose any point of view, other than that of Ingmar Bergman's from the film that gave this subversive Sondeheim score its inspiration.

The problem with Lauren Bacall is that she was trained to be a star though not necessarily an actress. The moment when, as the millionaire with murder on her mind, she arrives on stage for "The Visit" (Chichester) is as dazzling as any in the current British theater, but there is nowhere much to go after that. With Bacall, what you see is what you get. Terry Hands has assembled a team of the best character actors in the business, led quite superbly by Joss Ackland as the unfortunate shopkeeper who once left the millionaire with child, and whose death she now demands in ransom for pouring her money back into a derelict German town. But Durrenmat's 1956 satire has begun to fray a bit around the edges.

From the moment the first bankrupt citizen starts to buy a pair of new shoes we know what is to happen, though Durrenmat never knows what he wants in place of suspense; but thanks to Bacall this remains a star-powered evening of regret and recrimination. It brings to a close Duncan Weldon's first triumphant Chichester season, one which seems already to have given London more transfers than the rest of the nation put together.

SHORT CUTS

• **BOBBY MCFERRIN**, "Paper Music" (SONY): Coming from their oral tradition, African musicians call black shorthand symbols on lined white paper "paper music." Like Keith Jarrett playing Bach, it is an agreeable surprise that McFerrin proves to be so good at it. One of the most distinctive vocalists on the planet, he has in the past teamed up with Chick Corea, Yo-Yo Ma, Meredith Monk and the Muppets. Then he learned how to wield a baton and was appointed creative director of the Saint Paul Chamber Orchestra, which he conducts here. His voice replaces solo instruments from time to time. Works by Bach, Vivaldi, Mozart, Faure, Tchaikovsky and Stravinsky.

• **LOKUO KANZA**, "Wapi Yo" (BMG): With enough charm, lightweight can be unbending rather than trivial. A soaring velvet voice sings 14 songs in three languages in a sort of chamber folk setting. Kanza was born in Zaire and studied classical guitar at Kinshasa University. He has participated in albums by Manu Dibango, Youssou N'Dour, Papa Wemba and Ray Lema. Points of reference include West Africa, Brazil, Jamaica and Memphis.

• **MINGUS BIG BAND**, "Gunslinging Birds" (Dreyfus): Disciples of past seminal musical figures rarely restore colors so refreshingly and persuasively (Glenn Gould's Bach comes to mind). Like back in the halcyon days of the Thad Jones/Mel Lewis Monday night band in the Village Vanguard, New York's finest are donating one night a week to playing music for love not money.

The Mingus Big Band has been a Thursday night fixture in New York's Tonic Cafe for four years and the reserve of replacement players keeps growing. The combination of star alumni and talented newcomers adds up to at least three championship teams, each with a take of its own.

Produced by Charles's widow Sue Mingus, this album was recorded in Paris and features, among others, Kenny Drew Jr., piano, Randy Brecker, trumpet, Frank Lacy, trombone, Craig Handy, saxophone, and Andy McKee, bass. Material includes "Reincarnation of a Lovelord," "Fables of Faubus" and "Gunslinging Bird." The jacket photograph portrays our immortal, intrepid Gunslinger wearing a Pancho Villa moustache, a sombrero, a knife and a cartridge belt. Olé!

Mike Zwerin/IHT

N.Y. City Ballet Spins Through Its History

By David Stevens
International Herald Tribune

PARIS — The New York City Ballet is at the Théâtre du Châtelet for a densely packed couple of weeks, with a repertoire that amounts to a selective catalogue of the company's history, from George Balanchine's "Concerto Barocco" of 1941 to pieces that have entered the repertoire in the last few months.

But the nucleus of this visit, the first to Paris in six years by the company, can also be seen

as a mini Jerome Robbins festival. Seven of the 16 ballets the company brought are his, several of them not previously seen here, and two of the programs are all-Robbins.

In "Two- and Three-Part Variations," which entered the company repertoire only last January, Robbins is back in the world of Bach keyboard music that he visited almost a quarter-century ago to produce the monumental "Goldberg Variations."

But the atmosphere is different in this dance for four men and four women, presented in

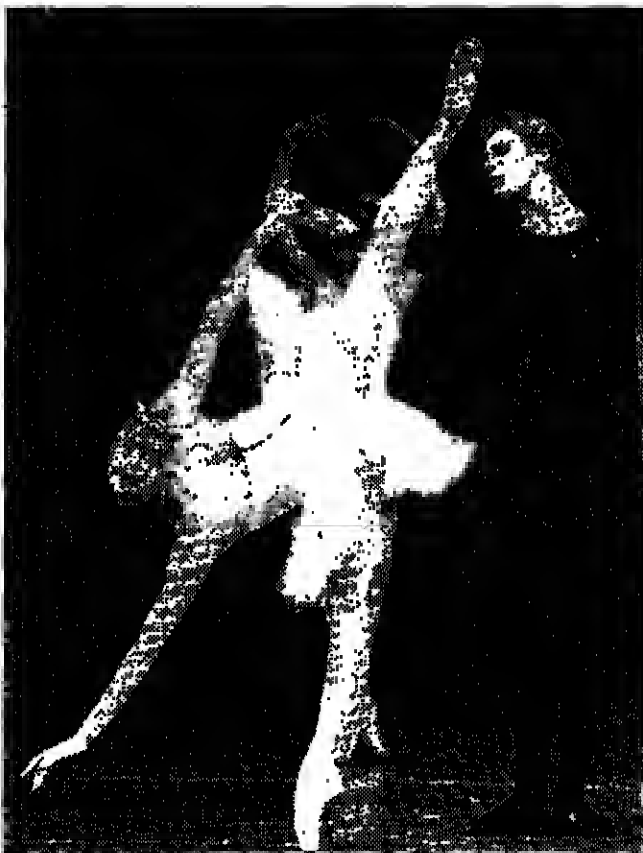
different combinations for the ballet's 12 sections. (The ballet's premiere was actually given last year by pupils of the company's school.)

There was rich inventiveness in the matching of musical and dance structures and a freshness and humor that partly hid the demanding precision of the partnering. Nancy McGill, stationed on the apron at stage right, was the excellent pianist.

In "Antique Epitaphs," the atmosphere was all feminine, gossamer (in Florence Klotz's filmy costumes and Jennifer Tipton's pastel lighting) and Sapphic, but the sequence of dances had the same high level of poetic inventiveness. Helene Alexopoulos, Lourdes Lopez, Wendy Whelan and Diana White were the four principals. In Debussy's "Syrinx," which with his "Six Epigraphes Antiques" made up the ballet's music, the Lamoureux Orchestra's flute soloist, Jean-Loup Grégoire provided much of the pleasure.

The other two ballets on the program showed Robbins in his Broadway-Hollywood mode. "Gershwin Concerto" fizzed with 1920s jazzy vitality in the movements of the corps. The Concerto in F got a solid reading from Gordon Boezner conducting and Richard Morelock the piano soloist.

It takes some nerve to begin a ballet with a film strip of Fred Astaire and Rita Hayworth dancing, as Robbins did for "I'm Old Fashioned," but he gets away with it in this lavish homage to Astaire, with Morton Gould's clever "Astaire Variations" as the musical support.



Darci Kistler and Igor Zelensky in "Symphony in C."

The other all-Robbins program, beginning Wednesday, pairs the "Goldberg Variations" with "Watermill" (1972), a reflective work about the seasons of life and partly defined by its Japanese theater atmosphere and music. "Watermill" was not particularly well received at first, but has become a classic in the meantime.

The gala opening program included two Balanchine classics.

"Concerto Barocco" and "Symphony in C" (first choreographed as "Palais de Cristal" for the Paris Opera Ballet in 1947) got fine performances, with the final movement of the Bizet "Symphony"

danced, as usual by the New Yorkers, at breathtaking speed.

The new generation of choreographers was represented by the second movement of Peter Martins' "Barber Violin Concerto" and Ulysses Dove's "Red Angels."

Martins, now the company's principal balletmaster (i.e. artistic director), matches Samuel Barber's ultra-romantic music with a glowing pas de deux for Darci Kistler and Jock Soto.

Dove's ballet is a theatrically energetic piece for two couples, separately or together as a quartet.

Richard Einhorn's "Maxwell's Demon," a brilliantly percussive piece for electric violin — played with virtuoso aplomb by Mary Rowell — is the music, and Holly Hynes's red leotards bathed in Mark Stanley's red lighting set the visual ambience. Alexopoulos, Whelan, Albert Evans and Peter Boal were the exciting quartet of dancers.

Better news at Wyndhams,

where Maggie Smith is back in Edward Albee's chillingly brilliant "Three Tall Women," now with a much stronger cast (Samantha Bond, Sara Kestelman). As Albee acknowledges, you'll never see it better and nor Dame Maggie either.

"Whipped cream with knives" was what its first director, Hal Prince, called "A Little Night Music," and the new production by Sean Mathias at the Olivier gives carefully equal emphasis to the choler and the cutting edge. This particular Sondeheim has been seen twice in the West End since it opened in 1973, and it is the third Sondeheim to have formed a

part of the National's musicals program in recent years. It might, therefore, have been better to try something a little less familiar this time.

But we're unlikely ever to get a better cast, at least on the female side: Judi Dench sending in the clowns, Sian Phillips recalling her liaisons and Patricia Hodge as the increasingly unbalanced countess are all definitive, leaving their menfolk (Laurence Guittard and Lambert Wilson) struggling to keep up. But this is always the show stolen at the final curtain by the maid who sings of marrying the miller's son, and here too Issy van Randwyck fulfills all hopes. Mathias has come up with a commendably ungimmicky re-

THE WHOLE STORY. HALF THE PRICE.
The International Herald Tribune. All the news, views and features from around the world, as they happen. Subscribe today, and save up to 54% on the standard cover price. Simply mail or fax the coupon.

Yes, I would like to start receiving the International Herald Tribune.
The subscription term I prefer is:
☐ 12 months (plus 2 free months)
☐ 3 months (plus 2 free weeks)
☐ Please charge my:
☐ American Express ☐ Diners Club ☐ VISA
☐ Access ☐ MasterCard ☐ Eurocard
Credit card charges will be made in French Francs at current rates.
Card No. _____
Exp. Date _____
Signature _____
For business orders, please indicate your VAT No.: _____
(If VAT Number FR4732021126)
Mr/Ms/Ms Family Name _____
First Name _____
Mailing Address _____
City _____
Code _____
Country _____
Home Tel No. _____
Business Tel No. _____
I do not wish to receive relevant details from other companies ☐
Mail or fax to: International Herald Tribune
181, avenue Charles de Gaulle, 92521 Neuilly Cedex, France.
Fax: (33 1) 41 41 92 10
OR CALL (33 1) 41 41 93 61
In Asia, call (852) 29 22 11 88.
In the USA, call toll-free: 1-800-882-2884
Offer valid for new subscribers only.



THE WORLD'S DAILY NEWSPAPER

Country/Currency	12 months (+2 months)	3 months (+2 weeks)
Austria	6,000	41
Belgium	14,000	41
Denmark	3,400	33
France	1,950	46
Germany	700	210
Great Britain	210	32
Ireland	230	37
Italy	470,000	54
Luxembourg	14,000	36
Netherlands	770	40
Portugal	47,000	44
Spain	48,000	41
Sweden (normal)	3,100	43
Switzerland	3,300	36
United States	300	113

* For information concerning hand delivery in major German cities call toll free 01 30 84 85 85 or fax (049) 175 413 Under German regulations, a 2-week free period is granted for all new orders.

Dining Out

AMSTERDAM

Restaurant Christophe
A jazz lounge since 1967 which hosts the greatest jazzmen in the heart of Saint-Germain-des-Près for dinner or a drink.
Cantonment street at rue de la Harpe, 13, rue Saint-Benoît. Tel: (31) 45 48 81 84.

PARIS 6th

LE BILBOQUET
A jazz lounge since 1967 which hosts the greatest jazzmen in the heart of Saint-Germain-des-Près for dinner or a drink.
Cantonment street at rue de la Harpe, 13, rue Saint-Benoît. Tel: (31) 45 48 81 84.

PARIS 7th

THOUILLER
Specialties of the South-West. Confit de canard & cassoulet au confit de canard. Air conditioned. Open, 7 days a week. Tel: (33) 1 47 63 40 75. Near Invalides Terminal.

PARIS 9th

TY - COZ
Fry, Shish, BBQ, Steaks, Burgers, 170 FF and 250 FF. Closed Sun. & Mon. evenings. 25 r St. Georges. Tel: 48 78 42 95 & 34 61.

PARIS 16th

LA TERRASSE AT THE PARIS HILTON
At the foot of the Eiffel Tower. Summer terrace with sunloungers and an outdoor dining room. Meters at FF 98 & FF 140 (lunchtime) and FF 118 & FF 150 (evening). PARIS HILTON 16, rue de la Tour. Tel: 44 38 50 00. VENUE.

PARIS 16th

KERVANSARAY
Tuscan & left specialties. Italian bar, best seafood restaurant. 11 rue de Valenciennes. Air conditioned. 80m. Open 11am-11pm. 8-10 p.m. in m. except Sunday. Open holidays.

YUGURAJ

Hotels at the best location in France. By the best chefs for conditions. 14, rue Dauphine 1. 23 26 64 91.

NEW ORLEANS JAZZ BRUNCH AT THE HOLIDAY INN

Bufo: "all you can eat" New Orleans. Jazz brunch with entertainment. Tel: 220. (Rd. under 12 FF 33). Sunday lunch and Thursday evening. HOLIDAY INN 10, place de la République. Reservations: (1) 43 55 43 54.

INTERNATIONAL CLASSIFIED MARKETPLACE

- Monday International Recruitment
- Tuesday Education Directory
- Wednesday Business Message Center
- Thursday International Conferences and Seminars
- Friday Real Estate Marketplace, Holidays and Travel
- Saturday Arts and Antiques

Plus over 300 headings in International Classified Monday through Saturday
For further information, contact Fred Roman in Paris: Tel: (33-1) 41 43 93 91 - Fax: (33-1) 41 43 93 70.

Herald Tribune
THE WORLD'S DAILY NEWSPAPER

SPONSORED SECTION

SPONSORED SECTION

TRACKING TELECOMS

NETWORKS HELP SHRINK THE BUSINESS WORLD

ATM excels in voice, data and image, making it the ideal technology.

When computer giant Digital Equipment Corporation recently designed a new product, the process involved the close collaboration of some 53 engineers. But the individuals concerned weren't in the same building, the same city or even the same country. Located at sites in Massachusetts, Colorado, Singapore and Germany, the DEC engineers used local and wide area telecommunication networks to shoot ideas back and forth across the globe. According to the DEC chairman, Bob Palmer, networking in this way enabled the company to finish the project one year early and with 40 percent fewer people than if the team had been assembled in one building.

Intermediary redux

The need to step up work group efficiency and productivity is one of the motors behind strong growth in demand for corporate communication network systems and services in the 1990s. Further fueling the market is the desire on the part of many corporations to lower the cost of capturing and maintaining their customer base, and to weed out any intermediary organizations in the business food chain.

George Colony, president and founder of Forrester Research, Inc., in Cambridge, Massachusetts, says he can envisage a time when domestic trash cans will scan used-up items as they are thrown away and automatically order replacements over wireless data links. It's already possible in the U.S. to order pizza over the Internet, and systems that automatically process supermarket check-out data to

order new stock directly from suppliers are no longer novelties.

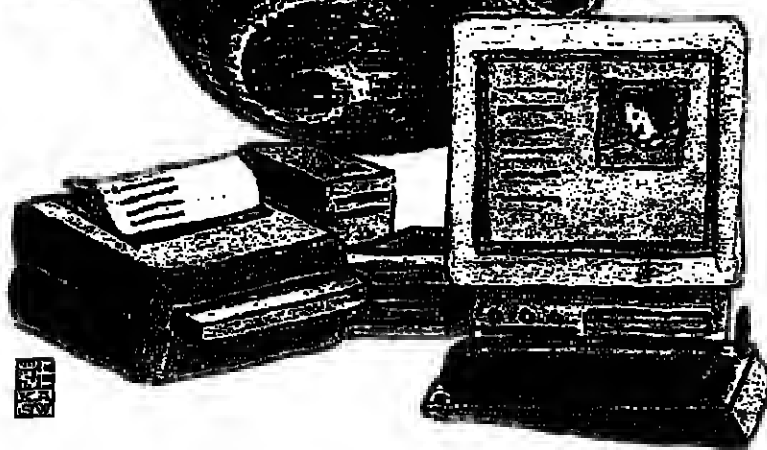
A third driver of demand for business networking is the need to respond to the globalization of markets. This trend can be quantified in a number of ways.

One indicator is investment in foreign subsidiaries or joint ventures. According to the British telecom consultancy Analysys, in a 1994 report on strategic alliances between telecommunications companies, this activity grew four times faster than global GNP in the 1980s. Analysys also refers to United Nations statistics indicating that sales notched up by the foreign affiliates of multinational enterprises doubled, to \$4.8 trillion, between 1981 and 1991.

Voice still accounts for the bulk of corporate communications traffic, and hardly any business establishment of any size these days is without a PBS (Private Branch Exchange) or KTS (Key Telephone System). A new report from U.S.-headquartered market research concern Northern Business Information puts a price tag of \$11 billion on the combined global PBX and KTS market. Sales are slated to reach a volume of 44.2 million lines sold in 1999, generating revenues of \$14.5 billion.

Switchboards are great at shunting outside lines among a large number of extensions, and they boast a number of efficiency-boosting voice-related features such as short-form dialing, multi-way conferencing and call diversion. But switchboards are less effective in handling high-speed inter- and intra-office data, a traffic type growing much faster than voice. Carole Park, marketing director at

Continued on page 17



Corporate Networks

To compete in a global market, businesses need more powerful corporate networks that can increase efficiency and lower costs. How are they accomplishing this? In this section we look at the trends, markets, technology and key players — including the new “supercarrier” telecom alliances that promise one-stop shopping.

Inside

- Page 12 Office culture changes
Japan expands services
- Page 13 Switchboards head for multimedia
South Africa goes digital
- Page 14 LAN/WAN labyrinth
A business-to-business talk
Canadian networks go back in time
User-friendliness is the key
- Page 15 Spotlight on the EVUA
- Page 16 Australia's infrastructure
U.S. deregulation
AMADEUS links travel world
- Page 17 European outsourcing
Cordless development
Phoenix - unite and conquer
- Page 18

An IHT/ETSI initiative.

THE SLEEPING GIANT OF MULTIMEDIA AWAKES

CD-ROMs are only the beginning of this revolutionary technology.

Brace yourself for the biggest revolution in entertainment since the invention of television — multimedia communications is coming to a TV or PC near you.

No longer a buzzword for the late-night computer fraternity, multimedia — the integrated transfer and processing of information containing any combination of sound, data, video, image, text and animation — has stormed out of the labs in Silicon Valley and is being talked about in the

office suites of New York's biggest advertising agencies.

Already multimedia CD-ROMs have taken the software market by storm. Games such as “The 7th Guest” and “Wing Commander,” the latter featuring “Star Wars” alum Mark Hamill, are best-sellers. In a more serious, but no less significant application, film director Steven Spielberg has chosen multimedia CD-

Continued on page 18

FOR SUPERCARRIERS, THE JURY IS STILL OUT

Outsourcing can offer one-stop shopping, but services need to expand.

Having formed themselves into the industry equivalent of opposed and armed camps, teams of heavyweight telephone companies are now battling it out for the hearts, minds and telecommunications budgets of the planet's leading multinational enterprises.

For a fee, the “supercarrier” alliances propose to take the strain out of constructing and operating complex cross-border corporate telecommunications networks. Some big-time users have already bought the deal; others have serious misgivings about bonding with telecom companies, many of which in the recent past have appeared unable or unwilling to provide advanced corporate communication services.

Supercarrier alliances are a conse-

quence of the abolition of former national telecommunications monopolies. Faced with growing competition for their “birthright” businesses, the more active operators are seeking compensatory revenues from servicing the needs of multinational corporations. On offer is one-stop shopping, a single point of contact for provisioning, installation, service, consolidated billing and outsourcing. Outsourcing can involve the carrier partnership in the hands-on, round-the-clock operation of its client's private network.

Ultimately, says British telecommunications consultancy Analysys, the supercarrier strategy is to parlay such specialized multinational business products into global branded services

Continued on page 15

We help you grow

ALCATEL

Come and see us at Hall 4 - Stand 320

SPONSORED SECTION

TRACKING TELECOMS

SPONSORED SECTION

CORPORATE NETWORKS

TAILOR-MADE SERVICES SUIT EVERY OFFICE — REAL OR VIRTUAL

Thanks to some revolutionary innovations in office technology, a top-notch firm no longer needs a "good address" and a mainline image in order for business to thrive.

The proliferation of telecom services has brought dramatic changes to corporate offices. In the way that modular furniture redefined office interiors by providing mix-and-match possibilities, a wealth of equipment and services is now being combined to fit the unique needs and personality of each company.

In part, the impetus for change has derived from the evolution of businesses from goods producers to service providers. It has also been

inspired by the new, global nature of corporate activity that requires far-flung units to be welded into a single organism.

New office nexus
Networked computers webbed by telecommunications lines form the nexus of the new office. Major companies use LANs (Local Area Networks) and WANs (Wide Area Networks) to link their various components, enabling executives to share administrative, design,

marketing and manufacturing information, and erasing the boundaries between what were once independent functions. The day of the autonomous branch office has ended.

"Our individual PCs are filled with word processing, presentation, database access tools and database exchange applications," says James Harvey, vice president for services of Alcanet, a wholly owned Alcatel subsidiary that handles communications and linkages for the parent company. "LAN links them and WAN enables personnel to share information with others in the system. We also use mobile phones and videoconferencing to link 125 major sites."

Like many large companies, Alcatel uses the Internet for internal communications, providing e-mail, voice mail, faxes, on-line transaction processing, electronic data exchange and other capabilities. ATM, ISDN, groupware, call centers, and other technologies

enhance this muscle. Companies can choose from among hundreds of services, piecing together a system that best suits their purposes.

Redefining real estate
The advantages of tailor-made offices are legion. "You no longer have to be in the center of the city where the most expensive real estate is," says Dan Mapes, President of Synergy Labs.

"In a networking environment, your size isn't related to the building; it is relevant to the size of the pipe, the server, the speed of the links and the size of the database. Your buildings are made of bits and bytes instead of bricks."

"Messaging cuts decision-making time," notes Mr. Harvey. "In a normal office, a document is created and then couriered to another executive for comments. It then goes to a third for modifications and then back and forth several more times, eating up a lot of valuable time. With messaging, we

can do it at the speed of the network. Personalized services enable us to handle increased business volume without increasing staff. It also allows us to put more people into the loop and get a wider range of input to create a better product. We usually have a short lead time to finish something, so with more people participating more quickly and at less expense, we are more efficient."

Redefining office culture
The tailoring and the technology are also changing corporate cultures.

"The way companies used to define themselves — this is what we do — is obsolete. We see a company as a gathering of people, resources, equipment and, most important, values," says Mr. Mapes.

"With new technology, personnel have become more independent. People at the line level have the ability to make decisions they used to have to go to a higher level

to get authority to make," said Jack Tilbury, vice president of Network Systems at Alcatel N.A., in Richardson, Texas.

"Our people are growing because of the need to take on more responsibility. Moreover, with the team approach, organizational hierarchies have become flatter, with a less vertical management structure."

Tracking trends
Where is the tailor-made office headed?

"The trend toward telecommuting will continue to increase," says Mr. Tilbury. "Europe is somewhat behind the U.S. in this regard, but that is changing. The European Union is encouraging it because it enlarges the work force."

"Five years from now, I think we will see wide-scale deployment of frame relay technology," says Alcatel's Mr. Harvey.

"ATM is exactly the solution we need to increase bandwidth. In computing,



Videoconferencing terminals help companies bridge distances.

we will see PCs becoming more adept at multiprocessing, and we will see them equipped for videoconferencing. Internet access will be ubiquitous and will include related services like messag-

ing and Web access. We will also see the portable telephone with wireless access to computers. Groupware will improve to make it easier to share information." **Steve Van Beek**

Mobility

In the business environment, mobile communications have two distinct domains, although technology is now tending to blur the demarcation line between the two.

On-site and in-office mobility is provided by data-predominant wireless LANs (Local Area Networks), single cell-site paging, walkie-talkies and a variety of cordless switchboard products. Two of the big attractions of the latter are the fact that more incoming calls find the desired correspondent the first time around, and the hefty cost of office phone rewiring to accommodate staff relocations is greatly reduced.

Wide area mobile business applications are supported by cellular telephone networks, public paging services and private mobile radio. Generally, such systems allow firms to keep in constant contact with the mobile members of their staff.

In recent years, wide area business mobility has been the subject of a number of refinements. One, sometimes dubbed "private wire," involves running a dedicated link from the nearest cellular base station into the corporate PBX (Private Branch Exchange); this allows on-the-road mobiles to function as quasi-PBX extensions. And, in a development pioneered in Finland, office switchboards are being replaced in their entirety by switching equipment that is actually part of public cellular telephone exchanges. In this way, the mobile becomes both cellular telephone and regular PBX extension.

Terrestrial and satellite-based wide area mobile data networks are also increasing in popularity. Here the bonus is higher worker productivity and better management control in many business sectors. **John Williamson**

JAPAN GAINS GROUND IN INFORMATION SERVICE NETWORKS

Getting off to a slow start has not hindered the country from expanding its technology. The services offered are increasingly diverse, and competition is increasing.

Companies in Japan, like companies everywhere, are looking for better ways to communicate. For some businesses, this means more efficient and less expensive ways of communicating among offices in different parts of the country and abroad. Other firms may need access to information from outside organizations.

Many companies are turning to telecommunications carriers that provide electronic mail, e-mail services and systems integration services. There were some 1,500 carriers of this type in Japan as of January 1994, according to the Ministry of Posts and Telecommunications.

Companies in need of advice and network management often go to their own affiliates

or telecommunications firms, says David Farber, a professor of information science at the University of Pennsylvania.

For instance, major manufacturers like Fujitsu, Hitachi, IBM, Matsushita and Mitsubishi operate value-added networks for the exchange of voice, data and complex information.

U.S. connection

In the area of information technology, there are some 3,200 companies in Japan. Some 250 firms capture half the business in this field — including data management and consulting services. They help companies set up communications networks and decide, for example, what are the best ways for data to

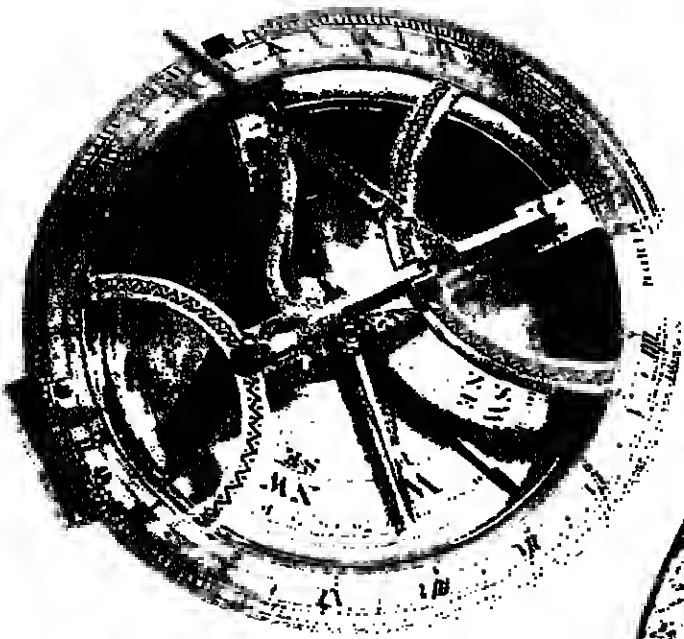
be transferred through the system. One American-based company, EDS (Electronic Data Systems), is busy working with one of Japan's biggest retailers, JUSCO, to set up a better communications network for its computers. (JUSCO, also known as the Aeon Group of Companies, is the parent company for the Talbots stores in the U.S. and Laura Ashley in Britain.)

The system is designed to link computers at 180 NUSTEP shoe stores across eastern and northern Japan. It is based on a client/server configuration, not mainframe computers. Information is being passed among the stores on a private telecommunications network leased from national carrier NTT (Nippon Telegraph and Telephone).

EDS's compensation for the project will depend in part on improvements in business performance generated by the new information system. This may have been a first in Japan for a deal between a corporation and a firm hired to manage its information networks.

Computers and other communications tools are quickly gaining popularity in Japan, after what some say was a slow start, especially in the business sector. This means that demand for corporate network management services could boom in the next few years. Competition could become even fiercer, and the services being offered could go through a period of extensive diversification. **Janet Purdy Levaux**

With this, merchants
profited from trade networks
around the world.



Nortel's experience
helps you do the same.

- ✦ For over 500 years, the most important single step forward in world trade was a magnetised needle.
- ✦ With it, explorers mapped vast new continents, opening the way for centuries of ocean borne trade.
- ✦ Then came modern telecommunications.
- And the new, electronic trade routes were created.
- ✦ In the fiercely competitive telecom markets of North America and around the world, Nortel (Northern Telecom) has devised and driven forward the technology that makes a world of networks possible.
- ✦ So that now, in over 100 countries on 7 continents, we're helping more businesses than ever make money through communication.
- ✦ How about yours?

NORTEL
A World of Networks

SPONSORED SECTION

SPONSORED SECTION

TRACKING TELECOMS

CORPORATE NETWORKS

SWITCHBOARDS SEEK NEW HORIZONS
TO STAY CURRENT WITH CUSTOMERS

CTI, networking and wireless are today's hot topics — and true broadband multimedia is tomorrow's.

Reflecting the current predominance of voice communications in corporate networks, telephone switchboards are now almost as ubiquitous in business offices as filing cabinets and photocopiers.

In some markets, however, the PBX (Private Branch Exchange) business is beginning to lose its bloom. The fact is that in Western Europe, North America and Japan, most would-be switchboard purchasers already have one or more switchboards, and a large percentage of sales is for replacements. Added to this,

many machines are over-featured for their particular applications, a circumstance that tends to inflate vendor costs. Meanwhile, network operators are keen to get in on the switchboard act by offering Centrex, a PBX-like service run on spare capacity in the dial-up telephone network.

The CTI bridge
In locations where the market is approaching saturation, PBX and KTS (Key Telephone System) vendors are forced to discount vigorously to maintain or gain market share. They are also

having to develop new applications and refocus their core business strategies. It's no longer enough to simply sell CPE (Customer Premise Equipment): now vendors must provide integrated corporate solutions. "CTI [Computer Telephony Integration], networking and wireless applications are the hot areas at the moment," says an NBI spokesperson, "with true multimedia to follow."

CTI involves creating a bridge between the data processing and voice worlds to create customer services environments in which, for example, data relating to calls in progress can be automatically displayed and manipulated during the course of a conversation. Other applications of CTI are voice processing, automatic call distribution and sophisticated call management.

Double-edged sword

In reality, CTI is something of a double-edged sword for traditional PBX vendors. Alliances in this field between telecommunications manufacturers and computer hardware and software vendors have become the norm. Now some observers speculate that companies such as Microsoft and Novell could dominate the CPE industry in the future.

This possibility is rejected by PBX vendors such as Nortel.

"There is a lot of business in CTI for software companies, but it also enhances the value of the PBX," argues Chris Brownlee, Nortel director of marketing for private switching. "The fact that software vendors are making money out of this

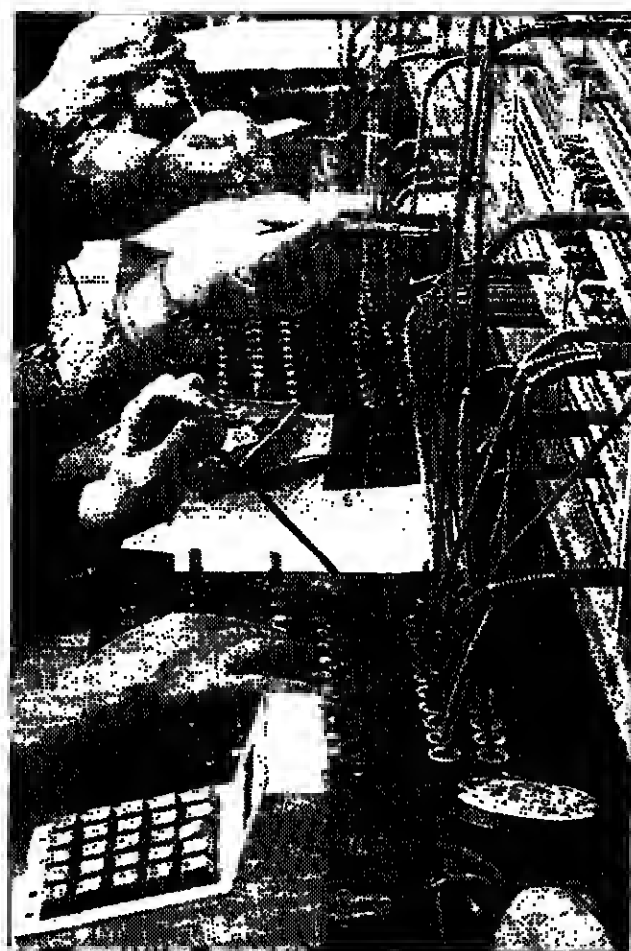
doesn't detract from our business at all — it adds to it, I believe."

Regional standards

Networking PBX features across wide-area distances has many operational advantages for business concerns. In the past, there has been rivalry among switchboard vendors promoting different standards to facilitate enterprise-wide access to the ISDN (Integrated Services Digital Network) features commonly available on top-end switchboards. This is now less of an issue as vendors move toward regionally standardized solutions to facilitate the interworking of machines from different manufacturers. Nevertheless — as Peter Hamelberg, technical director of the European Telecommunications Standards Institute, points out — "there may be problems when, let's say, you have a corporate network partly using public facilities and public network signaling systems which are not always automatically transparent to private network signaling systems."

Thanks to growing customer awareness of the benefits of cordless working and falling extension prices, wireless switchboards are poised to make the transition from bit part to lead player in office voice systems.

In Europe, Philippe Le Porte, marketing engineer with Alcatel Business Systems, characterizes 1995 as the year people with high mobility started to embrace cordless PBX technologies in a big way, and the following two years as a time when those with a more limited mobility requirement will



A thing of the past: switchboards are constantly progressing.

start getting in on the act.

Longer-term, wireless PBX prospects look very good. Japan's Telecommunications Technology Committee, for instance, believes that as many as 38 million PHS (Personal Handy-phone System) terminals could be on the loose in Japan in the year 2010, many of them doubling as PBX extensions.

Broadband multimedia

Then there is broadband multimedia. German telecommunications operator Deutsche Telekom reckons that in Europe alone the market for business multimedia applications will increase from around 2 billion Deutsche marks (\$1.34 billion) today to DM 58 billion by the year 2000. By putting ISDN and video services on office desks, the PBX has already staked a claim to be-

ing the key CPE element in corporate multimedia.

Moreover, the assumption is that the real-time calling and administrative features associated with PBXs will be critical in ATM (Asynchronous Transfer Mode) networking.

Exactly what the relationship will be between ATM and the switchboard is now the subject of much industry discussion. ATM could be integrated in the PBX or sit outside as a peripheral, but many observers envisage a more radical outcome.

"We see the PBX evolving to become a voice server in the ATM arena, providing access into wide area public or private enterprise networks," says Nortel's Mr. Brownlee. "We don't see the stand-alone switch as the way forward; any vendors pursuing that aren't going to last very long." J.W.

DIRECT TO DIGITAL
IN SOUTH AFRICA

The Phone Shops provide traditional office services.

Instead of waiting for the business to come to them, South Africa's Phone Shops are taking the phone network directly into the townships. Result: a one-stop shop for the one-person firm in need of a corporate network.

With less than one telephone per 100 subscribers on average, and far fewer in the townships, South Africa is racing to close the communications gap by going direct to digital with GSM (Global System for Mobile Communication).

The government's Reconstruction and Development Program, introduced after the 1994 elections, calls for a massive expansion by the year 2000. The overall target is an average density of 20 telephones per 100 inhabitants. In the most deprived communities, the priority is to install at least 10 lines per 100 inhabitants. The problem is how to get them there.

Grassroots action

Enter the Phone Shop, an immediate solution developed by Alcatel's South African subsidiary Altech Telecoms and mobile network operator Vodaphone. The Phone Shop, a self-

contained mobile unit, arrives complete with up to 10 telephone sets and an operator's console for connecting local, trunk or international calls via Vodacom's GSM cellular network. Customers pay in advance, call costs are clearly displayed and the entire operation is managed by a local franchisee.

In addition to voice, fax and photocopying services for local business, Phone Shops also provide a powerful focus for further grassroots action. The Community Information Centre initiative, for example, is closely linked to the Phone Shop program and involves using fax, computer and modem links to feed in information on job opportunities, training programs and electronic banking services.

According to a recent issue of Computing South Africa, the first phase of cellular telephone installations in the townships directly created more than 500 jobs.

"I'm crossing my fingers," says Quincy Kekana, a teacher turned telephone entrepreneur in Evaton, his home township. "Soon I will be able to bring more telephones to this community where I grew up."

Steven Bartlett

"CORPORATE NETWORKS"

was produced in its entirety by the Advertising Department of the International Herald Tribune.

WRITERS: Steven Bartlett and Joel Stratte-McChure, based in France; Tim Harper, Janet Purdy Levaux and Steve Titch, based in the United States; Fred Langan, based in Canada; Annie Turner and John Williamson, based in the United Kingdom; and Steve Van Beek, based in the United States and Thailand.

PROGRAM DIRECTOR: Bill Mahder.

TOMORROW'S SECTION: Mobile & Wireless Communications.

Tracking Telecoms

During Telecom '95 (Geneva, Oct. 3-11, 1995), the International Herald Tribune will publish a Special Report followed by seven Sponsored Sections in its worldwide edition.

- October 3: Telecommunications
- October 4: Corporate Networks
- October 5: Mobile & Wireless Communications
- October 6: Entertainment
- October 7: Broadband Communications
- October 9: Communications and Computing
- October 10: Personalized Services
- October 11: Network Management

Enhancing Global Standards Collaboration

Tracking Telecoms is an initiative of

Herald Tribune



sponsored by



in association with



and with the collaboration of

IDATE

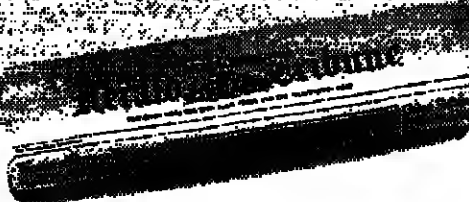
International Herald Tribune • European Telecommunications Standards Institute • Alcatel • Telstra • Texas Instruments • France Telecom • Ericsson • International Telecommunication Union • Australian Telecommunication Standardization Committee • Standards Committee TT Telecommunications (U.S.) • Telecommunications Standards Advisory Council of Canada • Telecommunications Industry Association (U.S.) • Telecommunications Technology Association of Korea • The Telecommunication Technology Committee (Japan) • Institut de l'Audiovisuel et des Télécommunications en Europe.

As a complement to the print supplements, the IHT is publishing a multimedia CD-ROM called Tracking Telecoms.

A limited number of reprints of the Tracking Telecoms print sections will be published.

For a free copy, or for information about the CD-ROM, fax Bill Mahder, IHT Paris, at 33.1.4143.9213, or Christopher Corbett, ETSI, at 33.9365.4716.

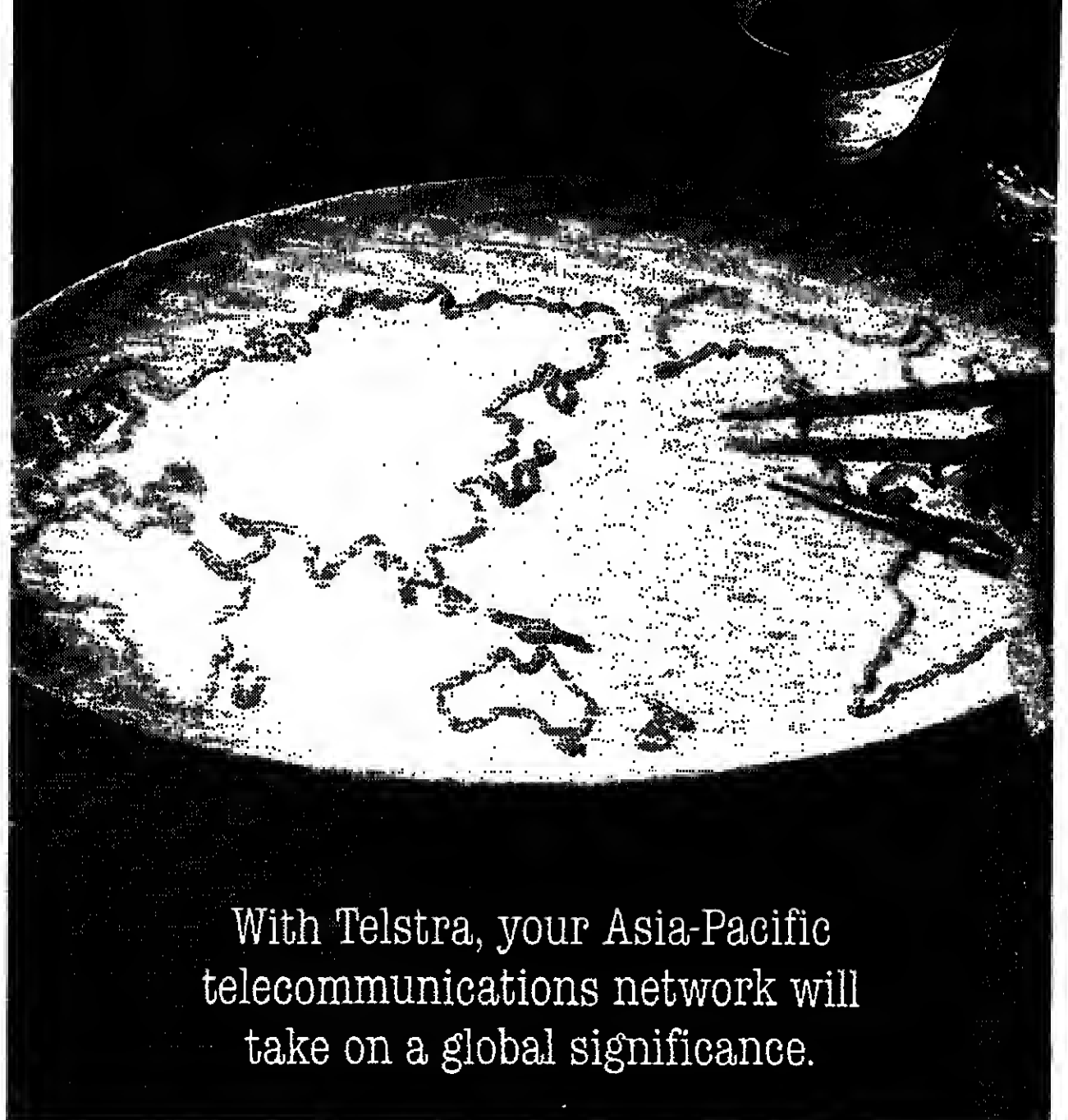
via the



THE WORLD'S DAILY NEWSPAPER

Telstra

Your Australian Telecommunications Partner



With Telstra, your Asia-Pacific telecommunications network will take on a global significance.

The effectiveness of a regional telecommunications network is dependent on an effective global network. For any multinational corporation moving into the Asia-Pacific region, Telstra's experience and understanding of the region is an invaluable asset. Telstra is one of the largest integrated carriers in the Asia-Pacific region and has a proven track record. Our success is the result of our ability to act as a bridge between a familiar business environment and the diverse cultures and economies of the Asia-Pacific. After 40 years and now in 16 countries, we have formed long term partnerships and are currently expanding our activities in Vietnam, the Indian subcontinent, Indonesia and China. Already, more than 80 multinational corporations have chosen to establish their Asia-Pacific regional headquarters in Australia, with Telstra handling their telecommunications. As your Asia-Pacific telecommunications partner, Telstra can be your connection between two very different worlds. Talk to us about your specific needs at Stand 7.317 at Telecom '95, or call Telstra in Australia from:

SINGAPORE 800 6161 341 • HONG KONG 800 4647 • MALAYSIA 800 4722 • INDONESIA 800 61 883 • THAILAND 800 61 4699 • PHILIPPINES 1 800 611 0826 • TAIWAN 0800 61 1183 • JAPAN 0831 61 4200 • SOUTH KOREA 0278 61 14703 • CHINA 10800 2559 • NEW ZEALAND 0800 412551 • UK 91 11 355 5985 • SRI LANKA 94 1 330550 • VIETNAM 84 4 226 1001, 84 8 291 075 • U.S. 1 415 770 2228 • U.S.A. 1 415 770 2551

WIRELESS TELECOM

SPONSORED SECTION

TRACKING TELECOMS

HOW TO NAVIGATE THE LAN/WAN MAZE

Frame relay, SMDS and ATM are the new technologies for linking distant LANs. Each has pluses and minuses.

Although millions of stand-alone personal computers are still used in businesses worldwide, the growth of PC-based LANs (Local Area Networks) has been one of the most striking developments in enterprise computing in the last decade. PC LANs facilitate resource sharing, are a mechanism for improving the personal productivity of office workers and promote work group computing and collaboration.

The latter activities can have a very big effect on how well an enterprise functions. New research carried out for Britain's PA Consulting group has discovered individual businesses that increased sales by 25 percent, improved their customer care index by 10 percent and reduced administrative staff by 15 percent through the use of work group computing. Not surprisingly, LAN-ready terminals now dominate the market for new and replacement PCs in many countries.

More recently, the economic, technical and logistical arguments for connecting discrete LANs over MAN and WAN (Metropolitan and Wide Area Network) distances have become very persuasive. In addition to further increasing the work group productivity and the cost gains associated with self-contained LANs, the construction of MANs and WANs is an acknowledgement of the need to further streamline employee levels and provide enterprise-wide access to corporate data and information. It is also a response to the increasing globalization of business of all types.

Greater speed sought

At first sight, the ubiquity of the PSTN (Public Switched Telephone Network) and the near-universal interoperability of its component parts seem to favor it as the LAN interconnect mechanism of choice. However, the PSTN is neither error-free nor particularly secure and, most important, it is too slow to meet

many LAN user expectations and applications.

"The main problem is that on the LAN, users just click on an icon and expect things to happen instantly," observes Bob Jones, managing director of enterprise networking concern 3Com-Sonix. "When LANs are connected together, customer needs don't change."

In addition to security, service quality levels and delay, factors influencing the LAN/WAN connectivity solutions that individual enterprises choose include: required WAN size and the location of access points, user numbers, traffic types and patterns, applications

cost-effective where the terrestrial network is underdeveloped or nonexistent, although some re-engineering may be needed to accommodate delays associated with the distances that signals travel. The utility of ISDN in this context has increased with the availability of fractional primary rate ISDN in countries such as Sweden and Germany.

Pros and cons

The new generation of fast-packet technologies for linking distant LANs are, in ascending order of operating speed, frame relay, SMDS (Switched

Multimedian Data Service) and ATM (Asynchronous Transfer Mode). Each of the three has pluses and minuses.

Frame relay has been used for efficiency gains in LAN/WAN applications but carries cost penalties when many users at different sites need to be connected. In its conventional form, it is not able to handle voice without distortion.

SMDS is best suited to carry data and some types of video traffic but is only offered by a relatively small number of operators.

Operating from 155 to 622 Mbit/s and beyond, ATM promises to be the most versatile and, in the end, the most cost-effective LAN/WAN interconnect mechanism. As of yet, however, it is not extensively deployed. Interestingly, work is also proceeding on standardizing slower-speed ATM to extend its appeal down to many more present-day applications.

For the foreseeable future, LAN/WAN navigation is likely to require a mixed bag of tools, and a mixture that is not fixed.

"The enterprise network is a blend of services, using the individual technologies to their best advantage and having the flexibility to change the blend as the business changes," reasons Chris Gahan, data solutions manager at British carrier BT Plc.

J.W.

Top Telecommunications Equipment Manufacturers 1994 Worldwide Revenues

Ranking	Vendor	1994 US\$ Billion
1	Alcatel	15.94
2	AT&T	14.28
3	Motorola	13.41
4	Siemens	12.78
5	Ericsson	9.65
6	NEC	9.08
7	North Telecom	8.87
8	Fujitsu	4.92
9	Nokia	3.68
10	Bosch	3.23

Top Telecommunications Equipment Manufacturers Ranking by Growth: 1993-1994

Ranking	Vendor	Growth
1	Cisco	58.67%
2	Nokia	52.95%
3	Motorola	33.17%
4	Ericsson	29.67%
5	Mitsubishi	27.32%

Broadly-based generalists (left chart) are focusing on market segments. Vendors (above) focusing on sectors like LAN interconnecting and mobile are growing fast.

Sources: Dataquest, Sept. 28, 1995

to be run, inter-LAN software and hardware compatibility, throughput and growth potential. The condition of the public telecommunications infrastructure and the service repertoires of local operators may also have to be factored into the equation.

But probably the most weighty element in a user's calculations is the ongoing cost of the solution. As Mr. Jones points out, "People who develop applications on LANs haven't previously been concerned with efficiency because a LAN bandwidth is essentially unlimited and free."

Leased lines and X.25 packet switching are used for some LAN/WAN applications but carry unacceptable cost and speed penalties for others. Satellite systems based on VSATs (Very Small Aperture Terminals) are useful and

PHONE COMPANIES TO THE RESCUE ALL OVER CANADA

Smart switches build custom-made network services.

Corporate networks are going backwards - that is, back to having phone companies run their telecommunications networks rather than doing it themselves.

Once upon a time, the big phone companies leased all the lines to larger corporations.

Then the corporations built their own networks, owning the switches and managing leased lines. In Canada, for example, the Royal Bank, the country's largest bank, still operates the biggest private telecommunications network in Canada.

Many other firms have built their own internal networks. But now, all that is changing.

"We've really seen a significant reversal of that in the last few years," says Ian Angus of Angus Telemanagement, a consulting firm based in Pickering, just outside Toronto.

The new trend is for Canadian corporations to concentrate on what they do best, banking or building cars, and letting the phone companies get on with managing the communications network.

"There has also been a remarkable growth of intelligence in the public telephone networks, so that things which in the past would have required hardware to link A and B now only require software," says Mr. Angus.

Cost cutting VPN (Virtual Private Network) is the name for the new way companies manage their communications needs, from moving high-speed

data to linking bank branches and offices across the second-largest country in the world. It feels as if it's the old private network run by the company, when in fact it is going through the telephone company.

"It's a real nightmare for corporations to manage their private networks. It costs them too much. So companies have said, 'You're the telephone company, you provide us with what we want,'" says Jan Czech, vice president, networks at Teleglobe Canada, which handles all calls from Canada to the rest of the world, excluding the United States.

They cut off a piece of the public network and dedicate that to the private use of the Royal Bank or General Motors," says Mr. Czech.

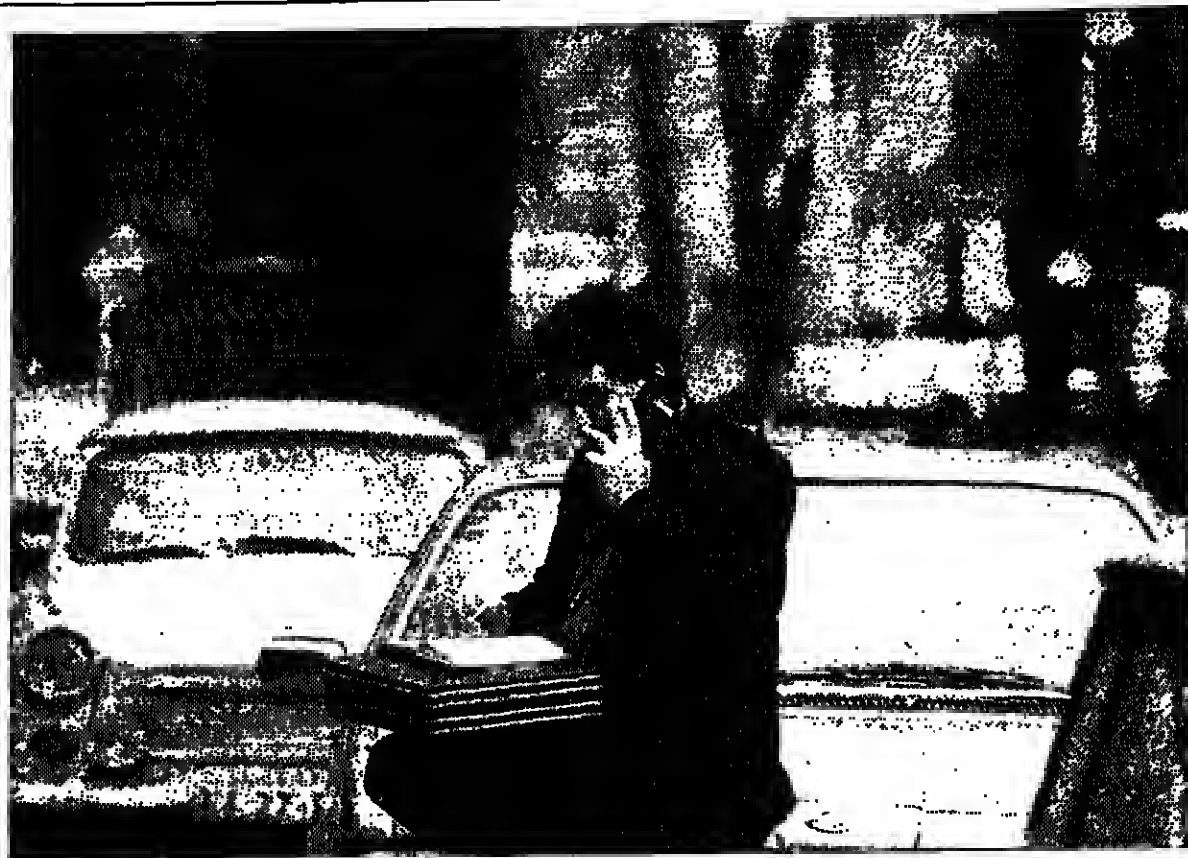
While benefits to corporations include trimming staff and capital expenditure, the benefits to the phone company are that they can use the full capacity of their existing networks. They are also winning back business from customers who had become competitors.

None of this would have happened without the computers that make switches "smarter."

"Companies now use the intelligence of the public network. The fact that the switching is all computer-controlled rather than just physical hardware and switches allows companies to actually create things they could never create with just a small private network," says consultant Ian Angus.

Fred Langan

CORPORATE NETWORKS



Have your computer call my computer. Business procedures that used to take several months now take only seconds.

MODERN AUTOMATION TECHNOLOGIES SPEED BUSINESS-TO-BUSINESS ORDERS

SMART addresses the concerns of all the parties that form links in the inventory, purchase and payment chain.

Paper, as they might say in the fashion world, is out.

Modern industries are learning to bill, collect and in general transfer funds electronically. EFT (Electronic Funds Transfer), along with its natural partner, EDI (Electronic Data Interchange), seeks to automate many of the basic business processes between companies and their customers and suppliers.

At one time, for example, when automakers such as General Motors or Daimler-Benz needed a new shipment of hubcaps or drive shafts, the inventory department alerted purchasing, which ordered the parts - initiating a whole cycle of order receipt, fulfillment and billing on the supplier's part. Upon delivery to the automaker, the supplier instituted the process of accounting and payment. The procedure, even in a well-oiled organization, could take 60 to 90 days.

No more. Now computers track inventory. When inventory reaches a preprogrammed low level, the carmaker's computer sends an order to the hubcap maker's computer specifying the parts required. The hubcap maker's computer acknowledges the order, processes it to the factory floor, and prepares an invoice to send back to the carmaker. The carmaker's computer receives the

bill and notifies the bank's computer, which credits the hubcap maker's account and debits the car manufacturer's. This could take 60 to 90 seconds. EDI/EFT are revolutionizing the way companies do business because they save time, money and labor. Some manufacturers, including GM, insist that their suppliers move to EDI or risk losing the business.

Establishing safeguards

The same thing is happening in telecommunications. Although there is less concern about inventory, customers want to automate their payment and service ordering processes. To do so, their computers must be able to talk to those in other companies. Still, just as is the case internally, computer systems often have trouble interoperating. Getting systems at different enterprises to interoperate can be enormously frustrating. And for all the convenience EFT/EDI provide, not every company wants to open its entire business system to another. Firewalls and security safeguards are needed, no matter how good the customer-supplier relationship.

This is where the Network Management Forum's Service Management Automation and Re-Engineering Team (SMART) comes in. The aim is to reach information agreements between

corporate entities to support automation of management processes used to deliver services.

Service providers, however, have also recognized that in order to fully automate processes, they must take into account the points within each process that extend beyond the internal boundaries - to another provider, a customer or a supplier. Therefore, the focus of SMART activities will be limited to reaching agreements at these key points of external interface.

SMART in some ways overlaps with OMNIPoint, which is geared more toward the telecom industry exclusively. In fact, the NMF hopes that the SMART program serves to further the OMNIPoint aims of cross-carrier business.

"SMART is where we get together and hammer out what we will advocate," says Jim Warner, director of marketing for the NMF. "OMNIPoint is the delivery vehicle for SMART." SMART agreements will serve as very concrete statements of enterprise requirements to the underlying OMNIPoint infrastructure, says NMF documentation. In line with this, tight linkage to the OMNIPoint work program will be maintained to take advantage of agreements already in place at the network and systems management level.

Steve Titch

NETWORKS WORK ON USER-FRIENDLINESS

Computer companies are investing large sums of expertise and capital in the wide-scale corporate arena.

Corporate networks have

become multifunctional, proliferating cyberbeasts.

They have also become a priority expenditure for most businesses. They employ evolving technologies, like ATM (Asynchronous Transfer Mode) and feature services like voice telephony, electronic mail, facsimile, file transfer, on-line transaction processing, electronic data exchange and image communications.

The growth of networks, in both complexity and usage, is one of the few truisms in today's IT business.

"Networks will truly flourish as they become more accessible with increasingly user-friendly interfaces," predicts Mel Horvitch, an American professor of management at the Theues Institute in Sophia Antipolis, France.

The primary spenders on corporate networks relative to total revenue are companies like Hewlett-Packard,

American Airlines, ABB, Motorola, Eastman Kodak, 3M, Petrobras, Siemens and AXA.

The main trends for such network users include getting greater bandwidth from ISDN, running some voice and data applications over a virtual private network, making increased use of the Internet and connecting customers into the network for electronic data interchange.

In fact, over three-quarters of companies are now integrating suppliers and customers into their networks.

Part and parcel The United Parcel Service European voice and data network includes an international data communications network, wireless communication devices to input information and a virtual private network that allows customers to contact UPS.

And ordinary users can trace their packages with companies like UPS simply by making an Internet connection.

The European Telecommunications Standards Institute (ETSI), which has just launched a World Wide Web site, manages its own internal network to connect some 2,500 delegates in 30 countries.

In addition, a variety of ETSI technical committees deal with standards for business telecommunications, communication networks and systems interconnection, and terminal equipment. But due to the rapidly changing nature of the network business, the market often sets the pace.

"Standards for new networking products tend to evolve from different groups involving equipment manufacturers and users in the industry," explains Karl

Heinz Rosenbrock, the director of ETSI. "This important industry-driven, market-oriented approach gives us a head start in arriving at networking standards."

Dozens of companies, like Cisco Systems or Bay Networks, are networking equipment specialists, but most IT companies have expertise in one or more aspects of the networking arena.

"We're taking the lead in creating a world where smart networks connect to smart devices, giving people easy access to each other and to the advanced information services that will enrich the way they work, live and play," says Bob Allen, chairman of AT&T.

Photogenic Kodak wants its technology to be used for the transmission of high-quality images over public and private networks.

"Our strategy is to create a new model for long distance network imaging using our existing and coming digital imaging products and software," says George Fisher, Kodak's chief executive.

There is room for a plethora of different companies in networking. "Besides all the companies manufacturing equipment, there is a large role for both network integrators, like Alcatel Data Systems or Anixter, and independent network consultants, like Anderson Consulting," says Michael Acheson, marketing director for Bay Networks for Europe, the Middle East and Africa.

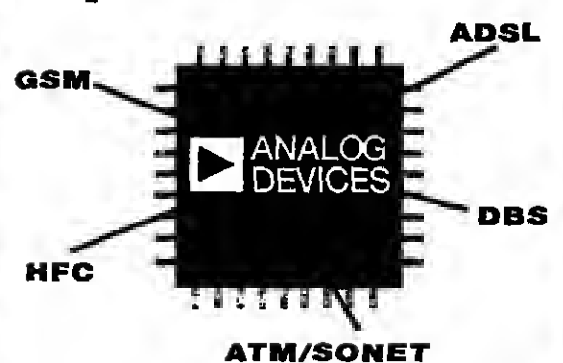
One of the fastest-growing networks, of course, is the Internet.

Joel Stratte-McClure

See All The Best Design Ideas This Week.



Then See Their Performance, Size, Cost And Power Improvements Next Week.



The enabling silicon architectures for next generation communications products are ready for your review. They include advanced linear, digital and VLSI mixed signal ICs that perform critical system processing functions, and provide major system level advantages.

At Analog Devices, we understand your need to get to market fast - with a design that provides performance, size, cost and power advantages - and not find your IC partner selling a competing product when you get there.

Want to see our complete 3-V GSM solutions? Stop by the Technology Partnership booth (#1.202B) in the UK pavilion. Want to see an 8 Mbps, ADSL-compliant modem? Stop by the Westell booth (#1.162). For an inside look at what we're working on for you, please contact us at the numbers listed below.

For more information, call
In Europe: (+49) 89 57 00 50
In USA: 1-800-ANALOG (262-5643)
Or E-mail: comms.dlv@analog.com



SPONSORED SECTION

SPONSORED SECTION

TRACKING TELECOMS

CORPORATE NETWORKS

FOR SUPERCARRIERS, THE JURY IS STILL OUT

Continued from page 11

for a wider corporate audience. The consortia will also promote "away from home" services based on "smart" telephone calling cards or roaming cell phones.

New consortia
According to international information technology consultancy BIS Strategic Decisions, some \$10 billion was spent between 1992 and early 1995 in the construction of new operating entities to meet the perceived outsourcing demand.

A partial list of supercarrier consortia includes the Concert team of BT and MCI; the Canadian Stentor carrier grouping; the looser Cable & Wireless federation; the proposed tie-up between France Telecom, Deutsche Telekom and Sprint in the Phoenix consortium; and the Uniworld alliance of alliances between Unisource and AT&T-led WorldPartners.

The supercarrier sales pitch is that, due to escalating complexity, companies benefit by farming out the communications function.

"They're saying, 'We'd like to concentrate our intellectual resources and our management on our core business and not have a large part of it wrestling with where telecoms is going or investing in our own networks to ensure we're competitive,'" says Alan Rudge, deputy group managing director of BT Plc.

Added to this, outsourcing is claimed to lop between 5 percent and 20 percent off multinational corporate telecommunications bills.

All of this may be true, but so far the majority of the big multinational corporations continue to run all or large chunks of their international telecommunications activities on an in-house basis.

Factors at work
There are a number of factors at work.

First, not everyone is convinced that the supercarrier repertoire is extensive enough to cover all eventualities, and others have expressed doubts about the core competencies on offer from some of the alliances.

"Many corporate customers lack confidence in service providers' ability to deliver, and well-publicized failures have further heightened this barrier to adoption," according to a BIS spokesperson.

Second, as noted by a new multi-client study published by the Montpellier-headquartered IDATE consultancy: "Major users prefer to play



For the time being, most multinationals are running their international telecom business in-house.

safe by employing the services of several providers, for the market is new and as yet unstable, and especially because there are very few providers who are able to present a homogeneous offering in the different countries in which the multinationals are represented."

Related to this is the fact that telecommunications is often regarded as a key element of an enterprise's production process, helping to

generate added value. As such, the function is of clear strategic importance and not likely to be contracted out without a great deal of soul-searching.

Finally, telecommunications technology and global regulation are changing so quickly that the terms of contracted corporate network management could become

disadvantageous to the user well before the end of the contract period.

Two appraisals
Some participants view the supercarrier scene in rather extreme terms.

"In a few years, four or five major players will be leading the market," argues a France Telecom spokesperson. "France Telecom and its partners wish to be among those major players. Nowadays, no telecommunications corporation in the world can pretend to remain a leading operator if it does not get into alliances with other carriers."

Others make a more measured appraisal of supercarrier alliances.

"In the long run, there will be little to choose between the packages of products and services they offer," states a recent report on telecom alliances by Crédit Lyonnais Securities and CLN Oyens & Van Eeghen.

J.W.

SPOTLIGHT

The EVUA Attracts European Multinationals

The EUROPEAN VIRTUAL PRIVATE NETWORK Users Association (EVUA) was dreamed up two years ago by John Salea of Xerox (now at EDS) and Phil Barton of ICI Zeneca. Its aim was "to stimulate the European market for voice services outside of the monopolistic regimes of the PTO [Public Telecom Operators]," says Mr. Barton, now telecommunications strategist for Zeneca.

The EVUA is made up of multinationals based in Europe that got together to demand tailored, cheaper service from the telecom companies. The association has had a serious impact because this is the first time such big users have combined their spending muscle to make such demands — it rocked European operators to the core.

In 1993, Europe's VPN (Virtual Private Network) market was a desert, says Mr. Barton. Ten companies attended the EVUA's first meeting in September of that year. The association now has 46 member companies, and its growth shows no sign of abating. Typically, each member's total telecommunications expenditure within Europe amounts to around \$10 million annually.

After the first meeting, a list of two suppliers that could deliver in the short term was compiled: the joint tender of BT Plc., MCI and the consortium of Unisource and AT&T.

Mr. Barton says, "Over two years we have developed credible voice services, and we have umbrella agreements." These allow members flexibility in terms of service level agreements and other contractual options.

Fledgling services

Since the services are still immature, the contracts are awarded on a yearly basis, with the EVUA now looking to 1997 to develop a specification for voice and data services, within and beyond Europe, building on the existing networks. Mobile communications will also be included.

The EVUA's progress has been consistent with the European Commission's thinking. Commissioner Martin Bangemann decided that closed voice user groups were not included in the monopoly of PSTN (Public Switched Telephone Services), which most European public operators will hold onto until 1998, and that closed user groups could include an organization's suppliers and customers as well as internal communications.

Over the next few years — which, due to deregulation, are bound to be turbulent — European users of all hues will take their lead from the EVUA to demand and obtain what they want at a price they are prepared to pay.

A.T.

So you think we're just a computer company.
How reliable is the rest of your information?

SONET & SDH

SYNCHRONOUS TRANSMISSION IS ONE OF the telecommunications marvels of the age. Allied to sophisticated built-in network management, synchronous operation promises to lower the general cost of telecommunications service provision, boost the availability and survivability of transmission networks, and dramatically expand the range of services that operators can offer to business customers.

What brings all these benefits about is deceptively simple. In a synchronous system, all traffic is synchronized to a master clock. This means that it is much simpler and cheaper to combine, or multiplex, different traffic streams onto very high capacity links and drop off, or de-multiplex, onto very high capacity links at their destinations. Known as these tributary streams at their destinations (SONET) in North America and the Synchronous Digital Hierarchy (SDH) elsewhere, synchronous transmission has been standardized at data traffic rates ranging from 1.55 million bits per second to 2.48 billion bits per second.

With synchronous transmission, there is ample capacity for the network to carry comprehensive management information. This gives much greater flexibility than is found with conventional transmission and allows, for example, operators to turn on services on a one-off or periodic basis, and for networks to automatically reroute traffic when links go down.

Synchronous transmission is also globally standardized, a consideration that, in principle, enables operators to build multi-vendor networks. This, in turn, exerts a further downward pressure on vendor prices.

J.W.

Sometimes perception takes time to catch up with reality. So here is reality: Unisys is not just a computer company any more.

Yes, we do still sell a lot of computers. But it's more accurate to think of us as the *information management company*.

We can help you identify, collect, analyse and direct your vital company information at the points in your decision making and customer service systems that really matter.

What this means in practice may surprise you. For example: Today nearly a third of our business comes from IT services — systems integration,

outsourcing and consulting. They are our company's biggest single source of revenue and they make us one of the largest service providers in the world. We employ 7,000 service professionals who work with clients to design creative solutions to their most pressing business challenges.

In partnership with other industry leaders such as Oracle, Microsoft, Novell and Intel — we provide a wealth of applications that keep our

clients in the forefront of emerging developments.

But size and numbers don't tell the whole Unisys story. As the information management company, we combine services, industry knowledge and enabling technology to transform the way our clients use information, so they can make decisions that are more effective and deliver better service.

To receive your own 'Guide to Information Management' facts kit, fax Graham Roberts on +44 1895 862807.

And start changing the way you think about a company that does a lot more than you thought.

UNISYS

THE INFORMATION MANAGEMENT COMPANY

TRACKING TELECOMS

CORPORATE NETWORKS



A Sydney-based data center provides data processing for Unisys throughout the Asia-Pacific region.

NETWORKS CAN CLINCH BUSINESS IN AUSTRALIA

A well-developed infrastructure and the ability to reach several time zones make the country a good choice for international corporations.

The Asia-Pacific region has a growth rate nearly double the world average, with an estimated GDP in the year 2000 larger than that of the European Union and about the same as North America.

One of the most challenging tasks facing multinational companies today is the development of an effective presence in Asia and the choice of a regional headquarters.

"The most critical factor for success in this market is cost-effective, world-class communications," says John Nematala, Telstra's business development manager, global business services. Telstra, the largest integrated telecommunications carrier in the Asia Pacific, provides a comprehensive range of telecommunications solutions, including international data/voice net-

work solutions, network management and service performance."

A magnet

Thanks to the excellent corporate network facilities available, Australia has been successful in attracting a large number of corporations, which have located some of their regional or worldwide activities there, including Philip Morris, Data General, Unisys, Ericsson, Dun & Bradstreet, transport and airline communications cooperative Sita, IBM (regional data center), Radisson Hotels (Asia Pacific reservations center), ABB (regional voice and data network), Novell (regional "help desk" facility) and Cathay Pacific (regional data center).

Since April of this year, the major share of data and

telecommunications on Ericsson Data A's corporate network in the Asia Pacific region has been coordinated through a new communications center in Melbourne.

"The Ericsson Corporate Network links 50,000 employees and provides e-mail, electronic document exchange and electronic document management around the clock in all global time zones," says Bengt Bolin, Ericsson Data's president.

"This contract will provide significant improvements in quality and capacity for our customers in this region, as well as increased flexibility and substantial cost savings."

Similar reasoning was behind Dun & Bradstreet's decision six years ago to make Melbourne the

group's regional hub and data center covering Australia, New Zealand, Singapore, Hong Kong, Japan and the U.S. West Coast.

"DunsNet directors in the U.S. saw Australia as a more cost-effective hub destination than other business centers in the regions," said DunsNet's Melbourne operations manager Tony Beshara. "Australia is also in a critical world time zone allowing us virtual 24-hour operation."

'Robust and self-healing' Mr. Beshara said the group's traditional telecoms requirement was for an X.25 packet-switched network. DunsNet included sub-rate capacity to Auckland and terrestrial links to Wellington in New Zealand, sub-rate capacity to Singapore, and 192 kbit/s capacity between Melbourne and America's West Coast. DunsNet also had a 64 kbit/s capacity to Hong Kong and Tokyo, creating a high-quality, interruption-free telecommunications link across the Pacific.

"The network must be totally robust and totally self-healing," Mr. Beshara said, "which is why we built in a back-up loop direct to the U.S.A. and why we also make use of Telstra's Switched Digital product, which provides further backup to our private network."

A Sydney-based data center provides centralized data processing for Unisys offices throughout the Asia Pacific region, including India, Singapore, Hong Kong, Taiwan, Korea and the Philippines.

"It made sense to locate our regional data center in Sydney because much of the infrastructure needed to establish it was already in place," says the Unisys Pacific region information technology group director, Colin Fleming.

Unisys runs its Asia Pacific data network via SkyStream, Telstra's high-speed digital satellite service. However, with the introduction of Telstra's Lightstream digital fiber optic service to New Zealand, Unisys now runs its New Zealand traffic on the Tasman 2 fiber-optic cable. Telstra's Lightstream service to Hong Kong and the United States is carried on the company's fiber optic service between Sydney and Hawaii, linking to the fiber-optic cables of the United States, Europe and Asia.

Through Telstra's Call Plan service, Unisys staff now have seven-digit access to all Unisys offices throughout the world, reducing international call costs and improving the flexibility of its voice network.

Nigel Hopkins

FUTURE OF U.S. NETWORKS HINGES ON DEREGULATION RULINGS

Managing a network proves easier than formulating a corporate philosophy. In the meantime, companies are updating business practices to be ready for the future.

For many American corporations, communications networks present a host of strategic issues with technological, economic and philosophical implications. In many ways, the shape and function and effectiveness of a company's network will define the company and its successes and failures as it enters the 21st century.

Deregulation and new technology are the issues that dominate the immediate thinking of those who plan and manage networks for American corporations. However, the ideological issues of how networks will

be used, both internally and externally, are becoming increasingly important to managers who recognize the impact of how their employees communicate with each other and with their suppliers and customers.

Legislative effects American corporations have been watching closely as telecommunications regulatory reform works its way through Congress this year, anticipating its effects next year and beyond.

Increased competition is expected to yield lower prices, especially for corpo-

rate networks. In contrast to long-distance carriers, most local and regional telephone companies have been relatively shielded from fierce competition, and therefore have been slow to move to survive for lower costs, pass along lower costs to customers in reduced prices and invest in infrastructure that supports newer, faster, more flexible and more reliable networks.

That's where new technology becomes an issue. Faced with narrower, slower communications the closer they get to home, many American network man-

agers have had to scramble to keep up with whatever technology is available to allow their companies' bigger, faster, more powerful desktops to send each other increasingly large files without bringing the whole network to its knees due to overcapacity.

Technology interregnum

The patched-together network, characterized by closets full of wires and various adaptors stuck here and there like Band-Aids, has become an all-too-familiar headache for many U.S. corporations. Because technol-

ogy is changing so rapidly, few corporations are confident enough to bet that they can choose today the right network for tomorrow. Few companies want to build a new network from the ground up since the ground may shift in a few months.

Instead, many American corporations are emphasizing temporary solutions. Until the effects of deregulation are known, new standards are set and a dominant architecture emerges, many corporations are choosing to rely on switching, particularly ATM (Asynchronous Transfer Mode), often in conjunction with existing Ethernet networks, to gain speed and efficiency.

They are using routers, bridges and bridges (combined bridges and routers) to avoid traffic jams, and searching out middleware that can keep their legacy systems going and allow incremental upgrades without risking a major investment in what could turn out to be the wrong technology.

Practical philosophy As networks and network operations become more complicated and confusing, U.S. corporations are also spending more than ever on network management, one of the fastest-growing segments of the American service corps, with sales of network management services expected to grow from barely \$8 billion in 1993 to nearly \$20 billion by 1998.

Network managers can keep networks running, but they cannot decide how the networks will be used - and that's an issue of practical philosophy that American executives need to decide.

The question is not just whether a network will be fast and reliable and do everything it's supposed to do; the question is how a company maximizes the information that is carried on a network.

For example, a network isn't being fully utilized if it can carry contracts but the company doesn't recognize the contracts as valid unless they've been signed in person and physically delivered by courier or post.

Unless and until companies find a way to deal with contracts, other legal documents, expense accounts, automatic supply procedures, debt payment and other common transactions, telecommunications networks will definitely be underutilized.

Who's in charge? Such changes would, in a way, result in a loss of perceived control among traditional managers who don't like the idea of a computer system's automatically checking their inventories and ordering their supplies, even if it saves in warehousing costs, or who don't like the idea of letting their customers tap into their networks and check on the progress of their orders, even if it increases the efficiency and reduces the cost of customer service.

Those philosophical changes in attitude toward corporate networks are inevitable among American corporations of the 21st century, but they may be harder for many managers to accept than the changes brought by deregulation and new technology.

Timothy Harper

ZOOM
Key Telephone Systems

OFFICE TELEPHONE SWITCHING systems appear in a great variety of sizes, if not shapes or colors. At the top end are PBXs (Private Branch Exchanges) with thousands of internal extensions and hundreds of outside lines. At the other end are KTSs (Key Telephone Systems) with a handful of extensions and a couple of exchange lines. In larger voice networks, KTS terminals - which tend to use feature buttons rather than dialing codes to activate switching and voice handling functions - often sit behind PBXs along with other standard telephones. A market for very small domestic switching systems is also developing in some countries as the number of home-based businesses and teleworkers grows.

Businesses initially embraced private switching systems because they offered major savings on telephone line charges. The basis of this is that most office or sites can function with a far smaller number of exchange lines than internal extensions because not everyone will make or receive calls at the same time.

The commanding position of the PBX in the business voice sector has been further augmented by the incorporation of computer technology in switching machines. This enables users at individual extensions to process and manipulate calls in different ways. Among the most frequently used contemporary PBX features are short-code dialing, conference calling, call diversion to and pick up from different extensions, and call forwarding.

Voice switches have been less successful at handling intra- and inter-office data traffic, but some vendors haven't given up the faith. With developments such as GPT's new ATM-based REALTIS switchboard, PBX vendors are once again entering the enterprise data arena.

J.W.

Tour the world
of communications
via the
International Herald Tribune

"Tracking Telecoms: A Virtual Tour of the World of Communications" is a multimedia CD-ROM produced by the International Herald Tribune as an extension of the telecommunications megatrends published in seven Sponsored Sections during the Telecom '95 show held in Geneva.

Designed as a practical and easy-to-use guide for telecom professionals and interested consumers, the CD-ROM, which runs on PC and Mac, provides a broad range of information in an upbeat and friendly format.

Information about the following topics is available in detail:

- Corporate Networks
- Mobile & Wireless Communications
- Entertainment
- Broadband Communications
- Communications & Computing
- Personalized Services
- Network Management

In addition, the CD-ROM provides four databases that are cross-referenced with each of the seven topics above. These databases contain valuable market information concerning over 800 companies, 220 countries, several thousand telecom standards titles and hundreds of technical terms.

For a free demonstration, see us at Telecom '95, Stand 7.111/27.



ORDER YOUR CD-ROM TODAY!

Tracking Telecoms is an initiative of:

- International Herald Tribune
- European Telecommunications Standards Institute

Sponsored by:

- Alcatel • Telstra • Texas Instruments
- France Telecom • Ericsson

In association with:

- International Telecommunication Union • Australian Telecommunication Standardization Committee • Standards Committee T1 Telecommunications (U.S.) • Telecommunications Standards Advisory Council of Canada • Telecommunications Technology Association (U.S.) • Telecommunications Technology Association of Korea • The Telecommunication Technology Committee (Japan)

In collaboration with:

- Institut de l'Audiovisuel et des Télécommunications en Europe

Please send me _____ copies of the "Tracking Telecoms" CD-ROM at U.S. \$150, including postage and handling. Available November 1995. Allow 3 weeks for delivery.

Name _____
Job Title _____
Company _____
Address _____
City/Code/Country _____
Telephone _____ Fax _____
Payment is by credit card only:
☐ Access ☐ Amex ☐ Diners ☐ Eurocard
☐ MasterCard ☐ Visa
Card No. _____ Exp. _____
Signature _____
Company VAT No. _____

Send coupon to: International Herald Tribune Offices,
37 Lambton Road, London SW20 0LW, United Kingdom or fax: (44 181) 944 8243.

4-10-95

AMADEUS TAKES THE LEAD IN TRAVEL

Some 150,000 airlines and travel agents are linked through this Europe-based computerized reservation system.

In 1987, AMADEUS set out to replace four European airlines' computerized reservation systems with a single worldwide network and thereby compete with U.S. rivals head on. This April,

with the acquisition of System One from Continental Airlines, AMADEUS took the lead in travel agency locations and international bookings. By late 1997, it will be the travel industry's

largest computerized reservation system.

"The nature of our business has always made the pursuit of global objectives essential," says Jean Hamon, director general and senior vice president of the AMADEUS Development Company.

"System 1 and EDS - with its 15 percent U.S. market share - not only extend the strategy, they complete the solution - making AMADEUS today's largest global network and thus generating significant economies of scale."

In concert Network specialists are currently working on Unison, a two-year program for the full integration of System One systems and applications. By 1997, the AMADEUS Center in Munich expects to be handling up to 230 million transactions per year.

"With nearly 150,000 airline and travel agent terminals linked to the network, reliability is key," says IT

manager Gilbert Meldner, distributed systems department director at the AMADEUS Development Center in Sophia Antipolis, France. "We aim to provide a two-second response time for inquiries from anywhere in the world."

Beyond airlines

As an independent system, AMADEUS Access not only enables airline sales offices and travel agents to consult a common database with the schedules of 730 different airlines, but also links them with hotels, car rental companies and other services, including - in the near future - charter airlines, ferries, tour operators and international rail services.

"Now AMADEUS Pro Software can give the travel agent a single screen interface to the AMADEUS central system, to local travel services and events, and for integrated business applications in both the back and the front office," says Mr. Meldner.

Steven Bartlett

SAVE ON INT'L
PHONE CALLS!

Call the U.S. or elsewhere and save over 50% compared to other phone companies. Kallback is on the AT&T network for unsurpassed clarity and reliability. Call from home, office, even hotels!

Per Minute Rates to the U.S.A.:
From France \$.49
From Germany \$.49
From Hong Kong \$.60
From Japan \$.48

Call for our new rates and start saving today!

Lines open 24 hrs!
Call: 1-206-216-1200
Fax: 1-206-216-1300
Email: info@kallback.com
217 2nd Ave W.
Seattle, WA 98119 USA

the original
Kallback

SPONSORED SECTION

TRACKING TELECOMS

EUROPE IS AHEAD
IN OUTSOURCING

To concentrate on their primary tasks, some companies are using a single carrier for telecommunications.

Although corporations in the United States, Europe and Asia have chosen different methods to manage their internal networks, one expanding worldwide trend is outsourcing network management.

"Outsourcing is a key trend in American business in general," says Eric Almquist, a director of Boston-based Mercer Management Consulting. "Many U.S. corporations increasingly want to get out of network management and concentrate on their core competencies."

The network manager deals with issues ranging from reliability and security (1 percent of corporate networks are entered by illicit hackers) to cost management, the evolution of software and hardware product developments, and customer demand for additional services.

American companies used to bring in different vendors and products to create their data networks and then have their own staff integrate all the equipment," said Lee Knoch, product marketing manager at Digital Equipment Corporation's Network Products Business Europe. "But there is a move now toward the traditional European approach, which is to have one vendor, or a single consultant or group, take responsibility for the corporate network."

One believer in outsourcing is Henkel, the German chemicals company, which chose a single carrier consortium to manage its voice and data communications, as well as long-distance and

international operations. Volvo outsources to Unisource for its local area networks in Western Europe. Nestlé outsources to Infonet for its data network, and AXA outsources the management of its packet switching network to BT. Rascal Network Services, which runs the data networking operations for the UK government and the national lottery Camelot, manages the voice, data, and telex network for Imperial Chemical Industries at 275 sites in 40 countries.

There is also a move toward global alliances to manage networks on a universal scale. MCI launched Concert with BT to provide global voice and data network services to multinational businesses and connect corporate locations in the U.S., Europe and the Asia-Pacific region.

Numerous companies are competing to run worldwide corporate e-mail systems, including GE Information Services, MCI, AT&T and Sprint. Companies like Andersen Consulting provide corporate network suggestions and solutions.

Yet outsourcing still has not really taken off.

"Outsourcing network management is talked about a lot but still not happening on a massive scale," explains Michael Acheson, marketing director for Bay Networks for Europe, the Middle East and Africa. "But the level of technological complexity and changing tariff structure will invariably increase the demand for network management specialists."

J.S.M.



BT Plc. estimates that 15 percent of office workers' time is spent away from their desks. Now they can circulate and stay in touch.

CORDLESS PHONES OUTGROW THEIR NICHE

More and more consumers are responding to benefits such as reduced costs and increased options.

Question: What do a Fyffes warehouse in Dublin, Ireland, the Dutch tax authorities and a Coca Cola bottling plant in Auckland, New Zealand, have in common? Answer: All three now have some of their staff equipped with cordless as opposed to fixed telephone switchboard extensions.

Mobility in office communication networks has a number of attractions. First, whether employees are collecting taxes or bottling soft drinks, cordless switchboards make it possible for them to do a better job. "The two main benefits are better service and enhanced productivity," observes Philippe le Port, marketing engineer with France's Alcatel Business Systems.

This is partly because cordlessness increases the hit ratio for incoming calls.

In addition to reducing the number of frustrated customers, cordless PBXs (Private Branch Exchanges) cut down on an organization's own outgoing phone bills.

"Because fewer incoming calls fail, fewer outgoing calls are made to return messages," says Paul Verdugt, International

Sales Manager at Ericsson Business Mobile Networks in Amsterdam. "One of our customers noticed a 30 percent reduction in outgoing long distance calls as a result."

There are also hefty savings to be made in relation to ongoing office reorganization and the relocation of employees. With a typical wired PBX, such changes account for 10 percent of the capital cost of a PBX every year — a sum of \$1,000 per extension move is the norm, according to Ericsson.

High cost and low awareness

With these credentials, cordless switchboards should have hit the big time. In fact, they've remained a niche product. UK office design consultancy Morgan Lovell calculates that only 1 percent of current office extensions wander with their users.

There are a number of reasons for this low level of penetration.

One is cost. Depending on whom you talk to, wireless extensions can be between 50 percent and 300 percent more expensive than their wired counterparts. "It's still quite

expensive because of the amount of it you need to get decent coverage," says Paul Lewis, managing consultant at the PA Consulting Group in London.

Related to high cost is low market awareness of the benefits of cordless working and relatively low sales volumes.

A further obstacle has been the rivalry between different and incompatible standards worldwide. Included in the options are CT-2, championed by many companies worldwide.

Word of mouth

According to Carole Park, marketing director of GPT Business Systems, arcane debates about the merits of rival technology have tended to obscure wider appreciation of the real user benefits of cordlessness.

More recently, however, the cordless picture has gotten considerably brighter. In particular, more vendors are now spreading the cordless message, sales volumes are rising and prices are dropping. This is being helped along by the availability of cordless

solutions integrated in the main PBX rather than provided as add-ons. One estimate by Philips is that integrated DECT PBXs are around 40 percent less costly than non-integrated ones.

Ericsson expects the cordless telephone system market to be worth \$5 billion annually by 1998. Other analyses predict that up to one-third of all business phones could be cordless by the end of the century.

As the market expands, the wireless switchboard proposition is beginning to change. A number of vendors are pioneering integrated wireless voice and data local area networks, and combined cordless office and cellular telephone products are appearing. Motorola is even developing European versions of a cellular phone that automatically switches over to become a PBX extension when the user enters a building.

"That we think is a much more powerful solution than having dual mode handsets," says David Hughes, vice president and general manager of Motorola's European Cellular Infrastructure Division. J.W.

NETWORKS SHRINK THE BUSINESS WORLD

Continued from page 11

British switchboard vendor GPT Business Systems, makes a distinction between PBXs, which deal with real-time voice and video communications, and LANs (Local Area Networks), which carry bursty and mostly non-real-time data.

LANs, MANs, WANs

Two types of LAN dominate the corporate communications sector, accounting for over 90 percent of the installed base. Ethernet typically has a data rate of 10 Mbit/s, although a fast version runs at 100 Mbit/s. Token Ring, a protocol pioneered by IBM, gives a data rate of 4 or 16 Mbit/s.

Many MANs and WANs (Metropolitan and Wide

Area Networks) are based on private communication circuits leased from PTOs (Public Telecommunications Operators). In general, the interworking of data-predominant LANs over MAN and national and international WAN distances is more problematic than the interworking of voice-predominant PBXs. However, the latter has its share of difficulties when users attempt to spread a full range of digital switchboard features across an entire network.

Bursts of traffic

Part of the problem with linking LANs, according to Chris Gahan, data solutions manager at dominant British carrier BT Plc., is that traffic occurs in bursts, with only

around 10 percent of total capacity being used on average.

"When LANs are interconnected over the WAN, if the wide area private circuits are configured for peak bandwidth, the WAN is very expensive," says Mr. Gahan. "If the wide area links are configured for average utilization, the WAN becomes a bottleneck, and the remote user suffers poor response times."

A new partnership of Canadian-headquartered Newbridge Networks and GPT has what it thinks is the answer in the form of a new least-cost networking system. This allows a communications manager to dimension a WAN for average utilization, automatically allocating overflow bandwidth on demand by using the cheapest available alternative network. The Infin-X solution can manage a mixture of private leased lines and public networks using technologies such as ISDN (Integrated Services Digital Network), X.25 and frame relay. According to Colin Evans, Newbridge Network's director of product marketing, the system can cut WAN costs by up to 30 percent.

Mr. Gahan of BT Plc., however, argues that the most economic way of carrying bursty LAN traffic over the WAN is to use a public switched network. In Britain, for example, by using BT Plc.'s public SMDS (Switched Multi-megabit Data Service), companies can gain a five-fold improvement in price performance over a private network solution.

Better and faster

Different WAN technologies have significantly different performance characteristics. For example, X.25 is much slower than frame relay, but it has in-built error checking capabilities that enable it to run over very poor-quality lines. Again, ISDN is suitable for voice, while SMDS is mostly used to shift high-speed data and some video traffic. ATM is widely consid-

ered to be the foundation broadband technology on which 21st-century corporate communications networks will run. Operators like Telecom Finland are already offering nationwide ATM access.

Several factors are at work in the ATM game.

ATM's very high speed — up to 622 Mbit/s and beyond — enables it to carry all traffic types in an efficient manner.

"For enterprise networks, ATM is the best solution to aggregate different types of traffic — voice, data and image," says Michel Levy, head of ATM Product Definition and Management at Alcatel NV. ATM also supports frame relay and SMDS.

At the same time, as noted by John Roth, chief operating officer of Northern Telecom Ltd. and president of Nortel North America, the technology is being deployed on both sides of the LAN/WAN boundary.

"First, it's becoming a technology within LANs themselves, although it's embryonic at this stage. Second, it's now being used to put high volumes of traffic into fiber-optic pipes. As a result, the large communications carriers have a more efficient way of filling these pipes, enabling them to be very competitive in price."

ATM standardization work is proceeding at high speed, facilitating interoperability between different manufacturers' equipment.

True, there are some unresolved technical considerations. The biggest of these, as noted by Mr. Roth, is the lack of standards for ATM voice traffic. But the gaps in the ATM repertoire are being plugged, and industry expectations are high.

"You can argue about the speed of market development, but we know that the demand for services requiring broadband capability is growing," concludes Raymond Polle, vice president of Alcatel Bell's Network Systems Group. "The economics of ATM are so outstanding that this is clearly the way future products will go." John Williamson

Bring your markets closer with France Telecom

International voice/data solutions

To free your information system of borders in total security while profiting from our vast range of value-added services, choose France Telecom.

France Telecom Transpac is Europe's highest density data transmission network and is connected to over 80 countries worldwide.

Leading-edge technology and round-the-clock monitoring give you the top efficiency and competitiveness you need from your information system.

For corporate networks, France Telecom also offers international voice solutions.

As your partner, France Telecom guarantees you the quality, adaptability and development potential only a world-class operator can provide.

Contact our sales representatives in:

PARIS 33 (1) 46 48 15 15 • AMSTERDAM 31 (20) 038 24 00 • BRUSSELS 32 (2) 626 06 00
 BUCHAREST 40 (1) 212 03 31 • COPENHAGEN 45 (35) 29 00 00 • DUBLIN 353 (1) 475 77 11
 FRANKFURT (49) 69 66 98 12 0 • GENEVA 41 (22) 929 93 11 • HAMBURG 49 (40) 271 36 100
 HELSINKI 358 (0) 700 866 1 • HONG KONG (852) 25 86 1388 • LAUSANNE 41 (21) 648 00 88
 LISBON 351 (1) 311 32 10 • LONDON 44 (1) 711 379 47 47 • LUXEMBOURG 352 48 48 861 • MADRID 34 (1) 563 26 53
 MILAN 39 (2) 21 568 301 • NEW YORK (1) 212 332 2100 • OSLO 47 (2) 246 18 90
 SAO PAULO (55) 11 852 9886 • SINGAPORE 65 734 61 58 • STOCKHOLM 46 (8) 619 31 00
 TUNIS 216 1 71 10 81 11 • UTRECHT 31 (30) 150 215 • VIENNA 43 (1) 504 88 550
 ZURICH 41 (1) 431 50 00

France Telecom

Intelligent Networks

FOR A CARRIER, WHAT GOOD IS A LOT OF NEW capacity if much of it is used for the internal administrative and management messaging — the telecom company equivalent of overhead?

As recently as five years ago, all phone calls were set up in a needle-and-thread fashion. The tones or pulses that the caller entered formed the "needle," which used the information encoded in those tones or pulses to weave the call circuit — "the thread," switch by switch, whether the call was across town or across the ocean.

Nowadays, more carriers are using an IN (Intelligent Network) to set up calls via "out-of-band" signaling. In contrast to the needle-and-thread approach, tones behave more like scouts, traveling into the IN, where computers that are constantly receiving and processing information on network traffic loads and capacity can almost instantaneously provide an end-to-end circuit path.

This is achieved by use of a special protocol called SS7 (Signaling System 7). As a result, in countries that have extensive IN infrastructures, long-distance call set-up times have dropped from between 10 and 15 seconds to between 3 and 5 seconds, even for international calling. In the process, more network capacity is freed up for the customer traffic that pays the bills.

But improved call set-up time is not the only benefit that intelligent networks offer. SS7 and the intelligent network come into play whenever telephone networks need to retrieve information from a database. Intelligent network databases also contain information on the long lists of private phone system features — such as call forwarding, three-way calling and four-digit dialing — that large users make part of full-scale service contracts. J.W.

SPONSORED SECTION

SPONSORED SECTION

TRACKING TELECOMS

CORPORATE NETWORKS

MULTIMEDIA:
SLEEPING
GIANT
AWAKES

Continued from page 11

ROM as a means to preserve interviews, text and images on his \$60 million Shoah Project dedicated to documenting survivor testimony on the Holocaust.

But CD-ROMs are not even half the story. The industry is eagerly looking forward to the opportunity to transmit multimedia via phone lines, cable TV or both.

Then, storage devices in the form of large servers will be able to reside in the network as a communal resource for data retrieval.

The volume of data involved in multimedia communications, however, demands greater bandwidth if delivery is to be on a par with today's television and PCs.

This means the pipeline must be widened to permit more data to flow faster into homes and offices.

How fast this will happen remains the chief issue, for it involves questions of cost and technology. Based on the level of digital switching and fiber optic deployment, much of the long-haul backbone of this "information superhighway" should be in place in most parts of the developed world by the end of next year. This is largely comprised of optical fiber and switching machines that use ATM (Asynchronous Transfer Mode) technology to switch and route large amounts of data — say the content of a movie — in seconds.

Multimedia at work

Already multimedia telecom applications are finding their way into the business market.

"Videoconferencing comes to mind first," says Chuck Dvorak, technical standards director at AT&T Communications Services and chairman of Committee T1's T1A1 subcommittee. Most videoconferencing services rely on ISDN (Integrated Services Digital



Multimedia, a synthesis of sound, text, video, image, text, and animation. It started in the high-tech labs of Silicon Valley and is now sweeping the entire country.

Network) lines, which, with the addition of some compression technology, can transmit a suitable image with motion at about 10 to 15 frames per second. Broadcast-quality video operates at 30 frames per second.

It is the infrastructure bottleneck, the point nearest the customer, however, that awaits to be addressed. Here, build-out is much more expensive. Right now, all over the world, carriers are experimenting with different ways that they can deliver multimedia that "last mile."

Techniques under study include a

combination of fiber optics and coaxial cable (hybrid fiber-coax), switched digital video and ADSL (Asymmetrical Digital Subscriber Line), which boosts the capacity of conventional copper lines to handle the greater amounts of information that multimedia would require. Each one involves a trade-off between performance and economy.

There may not be a "right" choice. It could come down to each carrier's decision as to what technology holds the best broadband solution.

Steve Titch

PHOENIX: INTRIGUE OF EPIC PROPORTIONS

Unite and conquer: the new alliances are marshalling their forces in order to wage opposition campaigns.

Telecommunications regulation is always a complex task, imbued by politics and vested interests. This has been highlighted in the international arena, where the biggest carriers are scrambling to form alliances so they can compete for a share of multinationals' telecommunications spends.

The most contentious of the proposed alliances is between France Telecom, Deutsche Telekom and the U.S.-based Sprint — code-named Phoenix. Adrian May, research analyst with London-based consultancy Ovum, says that although negotiations have been going on for well over a year, the situation looks no closer to resolution. The Clinton administration has expressed doubts about the future of Phoenix, and although the U.S. Department of Justice issued a two-stage consent decree in July allowing the two Europeans to acquire a 20 percent stake in Sprint for \$4.1 billion, it severely limits services to be offered by the Europeans until competition is evident in those countries.

The Justice Department is concerned that the European operators might discriminate in favor of Sprint and deny operating agreements to other U.S. carriers. Sprint described the decree as "fair and reasonable." Phoenix is also awaiting Federal Communications Commission and European Commission approval.

Opponents speak up

Both MCI and AT&T have filed briefs with the FCC, protesting that France Telecom and Deutsche Telekom should not be permitted to buy the stake in Sprint until the European state-owned monopolies open up their own markets to foreign competition. They are also worried that if the investment goes ahead, U.S. negotiators will have lost one of their best bargaining points for their talks on the liberalization of trade in services.

While these views are reasonable, it must be remembered that MCI and its partner BT (which has a 20 percent stake in MCI) are anxious to keep Phoenix out of the multinational market they are seeking to dominate themselves through their joint venture company Concert. Their strategy gained regulatory approval from their corresponding governments on the grounds that both markets are equally open to the other's players.

AT&T has its own agenda, too. It is trying to gain approval on both sides of the Atlantic for its trans-Atlantic strategy of linking up with Telefonica of Spain and the Unisource consortium. Unisource comprises the national operators of Switzerland, Sweden and the Netherlands, and AT&T seems to feel threatened by the bigger guns of the French and German operators.

Europe does not have an FCC equivalent, so the European Commission is trying to drive through liberalization of telecommunications there. Competition commissioner Karel Van Miert has lost no opportunity to spell out that the Franco-German plans would be regarded in a more favorable light if both countries would open up their markets and allow alternative infrastructures to be used before 1998.

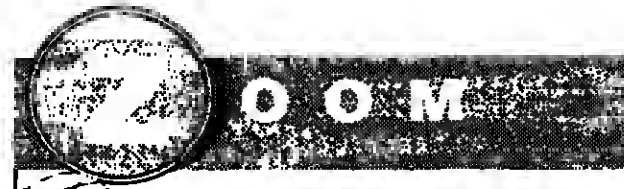
There is certainly enormous pressure on the carriers and governments in France and Germany to do so. A formidable lineup of energy companies and other industrial conglomerates are lobbying to be allowed to use their existing networks

for the unimpeded provision of telecommunications services. Partnerships and alliances made or in negotiation with concerns within France and Germany include BT Plc., Cable & Wireless, AT&T, Unisource and Nortel.

Unlike the Americans, Mr. Van Miert is less concerned by the proposed tie-up with Sprint, since he thinks that neither Deutsche Telekom nor France Telecom is in a dominant position to address the needs of multinationals in the face of stiff competition from other consortia.

The saga is set to run and run, with all parties reluctant to compromise. Whatever the outcome, Phoenix's struggle to rise from the ashes dispels utterly any notion of telecommunications regulation as apolitical.

Annie Turner



ATM

ASYNCHRONOUS TRANSFER MODE PROMISES to be the base telecommunications and networking technology of the next century. Already used in specialist academic, scientific and corporate networks, and now being tried in public networks in a number of locations, ATM digitizes and splits traffic into what are termed cells, each containing 53 bytes of data, and switches them through the network at rates equivalent to hundreds of millions of bits every second.

ATM is a third-generation fast-packet data technology that has been adopted as the basis of the B-ISDN (Broadband Integrated Services Digital Network). The very high speeds at which ATM operates can translate into increased productivity for business enterprises using existing telecommunications services. The rate at which the technology functions also means that it can accommodate delay-sensitive traffic such as voice and video, which cannot normally be handled by X.25 and frame relay, the first- and second-generation packet technologies.

The higher bandwidth of ATM also enables the development and exploitation of new services that can be handled only with difficulty on existing infrastructures, if at all. Examples include real-time imaging, interactive multimedia, high-quality videoconferencing, and very high-speed LAN-to-LAN (Local Area Network) and LAN-to-WAN (Wide Area Network) connectivity.

With ATM, the network infrastructure can be independent of the services that are carried. In principle, ATM can simultaneously support voice, data and video, obviating the need to build, operate and manage discrete networks for each traffic type.

J.W.

"Being able to answer all my business calls right away gives me more spare time."

RENÉE T. HART, Secretary to Distribution and Sales, Ericsson Business Mobile Networks BV, The Netherlands.



Think about how much time you waste on the telephone on an average working day. You call people. They aren't at their desks, so you leave a message. When they call back, you're away from your desk. And so on. At the end of the day, you find yourself working late just to catch up. We need to respect each other's time more. To make everyone more available during the working day, Ericsson researches, develops and markets digital cordless applications for public and private networks that are making communication between people more efficient. Ericsson pioneered the world's first DECT-based, multi-cell, multi-user Business Cordless Telephone System: Freeset.

Ericsson's 80,000 employees are active in more than 100 countries. Their combined expertise in switching, radio and networking makes Ericsson a world leader in telecommunications.

It's about communication between people. The rest is technology.

Telefonaktiebolaget LM Ericsson, S-126 25 Stockholm, SWEDEN.

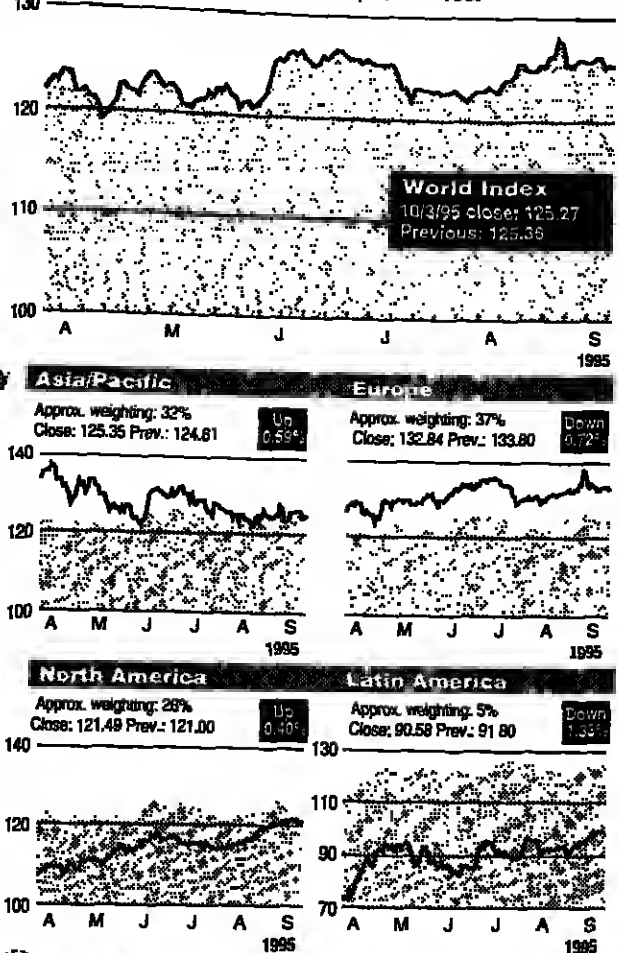
ERICSSON



هتكماني الامم



THE TRIB INDEX: 125.27
International Herald Tribune World Stock Index, composed of 280 internationally investable stocks from 25 countries, compiled by Bloomberg Business News, Jan. 1, 1992 = 100.



NYSE World Index

The index tracks U.S. dollar values of stocks in Tokyo, New York, London, and Argentina, Australia, Austria, Belgium, Brazil, Canada, Chile, Denmark, Finland, France, Germany, Hong Kong, Italy, Mexico, Netherlands, New Zealand, Norway, Singapore, Spain, Sweden, Switzerland and Venezuela. For Tokyo, New York and London, the index is composed of the 20 top issues in terms of market capitalization; otherwise the ten top stocks are tracked.

Industrial Sectors							
	Ytd. close	Prev. close	% change		Ytd. close	Prev. close	% change
Energy	123.71	123.43	+0.23	Capital Goods	134.09	133.93	+0.12
Utilities	124.30	125.93	-1.29	Raw Materials	141.36	142.70	-0.94
Finance	116.98	116.77	+0.18	Consumer Goods	127.32	128.93	-0.31
Services	119.67	120.34	-0.56	Miscellaneous	140.45	141.81	-0.96

For more information about the index, a booklet is available free of charge. Write to Trib Index, 181 Avenue Charles de Gaulle, 92521 Neuilly Cedex, France.

For more information about the index, a booklet is available free of charge. Write to Trib Index, 181 Avenue Charles de Gaulle, 92521 Neuilly Cedex, France.

Telecoms Revolution Is Not Here Yet

Financing, Deregulation and Other Hurdles Loom

By Richard Covington
Special to the Herald Tribune

GENEVA — President Nelson Mandela of South Africa and Jacques Santer, the European Union president, watched intently as Andrew Grove, chief executive of Intel Corp., connected two South African doctors over a three-way computer video link.

As the two doctors consulted over a patient, what had been a remote possibility only a year ago emerged as routine in the ongoing telecommunications revolution.

Despite the prevailing optimism of heads of state and communications executives gathered here for the quadrennial exposition of the International Telecommunications Union, a number of deep-seated concerns threaten to slow this \$1 trillion industry.

Given the astronomical sums the much-trumpeted convergence of the telecommunications, computer and entertainment industries involve, no one can say who is

going to foot the bill for this unprecedented expansion.

"It's the equivalent of a new industrial revolution, with hundreds of billions of dollars required to upgrade the developed market and the developing world," said Trevor Nash, telecom director for Barclays

Globalstar — will also cost billions.

Wary that computer hackers may steal their credit card numbers or read their e-mail, consumers are hesitating to embrace home shopping and banking over the Internet. Unless this changes, the Internet will fail to provide the profits corporate investors are projecting.

There is still risk in Internet transactions, acknowledged Vinton Cerf, one of the originators of the Internet and now a vice-president of MCI Communications Corp. "But most people are ready to accept some risk if it means less inconvenience."

In spite of widespread promises by European telephone monopolies that they are rapidly opening up their markets to competition, the reality is not so clear-cut.

Many countries say they are liberalizing, but they are not," said Carlo de Benedetti, chairman of Olivetti SpA, the Italian conglomerate.

Mr. De Benedetti is organizing a lobby of some 30

communications and entertainment companies, including AT&T Corp., Siemens AG, Time Warner Inc. and Walt Disney Co. The lobby hopes to influence members of the World Trade Organization as they attempt to establish guidelines to liberalize telecommunications in 38 countries. A WTO task force is to meet Friday to attempt to resolve disputes by Belgium, Spain and others ahead of an April 1996 deadline.

As free-trade activists cry for open access to telephone lines and infrastructure links, there is an equally vociferous demand in the developing world for protection from the global giants.

Mr. Mandela warned that "telecommunications cannot be simply treated as one commercial sector of the economy, to be left to the forces of the free market. Developed nations should understand the necessity and the democratic right of the poorer countries to gain access to the information superhighway."

Canary Wharf Menaces London Office Market

By Erik Ipsen
International Herald Tribune

LONDON — The phoenix-like return of Paul Reichmann as the once and future owner of the vast Canary Wharf office development sent a tremor through the shaky London property market Tuesday.

"I think this has significant implications for the property market right the way across central London," said Peter Evans, research director at the property advisers DTZ Debevoise Thorpe. While many observers agree that Canary Wharf's prospects have never been better, many now predict that Mr. Reichmann's re-entry spells bad news for others in the market.

"It is not good news for other developers," said Selwyn Jones, a property analyst for Credit Lyonnais Leasing. "The impact of all that new space will mean that rents will continue to stabilize rather than rise."

Lloyds Bank, the leader of the group that now owns the London office complex, announced late Monday that Mr. Reichmann and Prince Walid bin Talal of Saudi Arabia had reached agreement on the purchase of Canary Wharf from the bankers who seized control of it three years ago.

Now Mr. Reichmann is widely believed to be eager to begin where he left off — by building the remaining phases of the long-stalled development.

Indeed, analysts predicted that Mr. Reichmann's re-emergence would lay the groundwork for the renewal of the fierce battle for tenants between the City of London financial district and London's Docklands, less than 3 miles (5 kilometers) downriver.

Canary Wharf's central 50-story spire is framed on one side by a handful of smaller buildings now 75 percent rented and on the other by

a vast pit containing the rusting steel-reinforced foundations for an additional 7 million square feet (650,000 square meters) of offices.

Mr. Reichmann and his group of investors will buy Canary Wharf back from its 11 lender-owned banks. His International Property Corp., which includes CNA Financial Corp., controlled by the chairman of CBS Inc., Lawrence Tisch — and Prince Walid reportedly will pay \$800 million (\$1.27 billion) for the property. The transaction is expected to be completed by year's end.

Mr. Reichmann's old company, Olympia & York Ltd., built what was billed as Europe's largest office development in the late 1980s and was bankrupted by it in the midst of the subsequent London real estate bust.

Analysis argues that at this point, Mr. Reichmann has little choice but to expand the present 4.5 million-square-foot complex whose tenants range from Morgan Stanley & Co. to the London Underground to two national newspaper companies.

"Clearly he now has to press ahead with new building," Mr. Jones said.

With prime properties in the City of London financial district having tumbled by 50 percent from their 1989 peak of \$65 per square foot, the prospect for prices to rebound is dire.

With the supply of modern offices larger than 100,000 square feet in the City down to just two buildings, from 20 in 1992, when Canary Wharf went into bankruptcy, many developers have dusted off plans for new projects.

But the revival of Canary Wharf will send many of those plans back into the closet. With its foundations already laid, analysts say that Mr. Reichmann will not only be able to promise would-be tenants far faster occupancy but lower rents as well.

BA Considers Partner to Replace USAir

By Agis Salpukas
New York Times Service

NEW YORK — British Airways PLC said Tuesday it was evaluating its alliances in North America in view of the talks by USAir Group Inc. with UAL Corp., the parent of United Airlines, and AMR Corp., the parent of American Airlines.

Industry analysts, who did not want to be named, said this meant that British Airways would begin talks with other domestic U.S. carriers to line up a backup if the USAir talks should lead to a takeover. BA owns 24.6 percent of USAir.

"We will now evaluate a number of interesting options that may become open to us in relation to our investment in USAir and our future alliance strategy in North America," British Airways said.

British Airways competes with United and American, particularly on the trans-Atlantic routes. This could make it difficult for BA to keep its stake in USAir, bought for about \$400 million in 1993, if a takeover results.

Even though USAir has been buffeted by losses and safety issues, British Airways has continued to support its ties to the domestic carrier since it has been key to its ability to expand BA's service between the United States and Britain.

British Airways announced it would take a \$200 million write-down this year to reflect a decline in the stake's value.

USAir has become vital to feeding British Airways flights from such cities as Newark and Philadelphia, enabling the airline to increase the number of flights and cities it serves in the United States.

Sir Colin Marshall, the chairman of British Airways, has often praised the alli-

ance even when USAir was in the depths of its troubles, estimating that it added about \$100 million a year in sales.

British Airways is prevented by law from building a system in the United States to feed its flights. Without a link to a domestic carrier, BA would be at a severe disadvantage to American and United, which have vast domestic route networks.

Air France Widens Loss Estimate

Air France expects to reduce its 1995-96 losses but not by as much as it had hoped, Reuters reported Tuesday from Paris, quoting a company executive.

The state-owned flag carrier could post a loss of 1.7 billion to 1.8 billion francs (\$344.2 million to \$364.4 million) for the 12 months to April 1, 1996, said the executive, who refused to be named.

MEDIA MARKETS

For Ads, Hits Miss the Mark

By Stuart Elliott
New York Times Service

NEW YORK — In the constantly changing world of interactive advertising, hits are flops. That is an important conclusion of a report examining one of the most closely watched and contentious subjects confronting advertisers, agencies and researchers today: ensuring accurate and comprehensive measurement of consumer exposure to advertisements that appear in interactive media like World Wide Web sites and on-line services.

The report, "Guiding Principles of Interactive Media Audience Measurement," was presented here this week by the Coalition for Advertising Supported Information and Entertainment.

That organization was formed last year by the Association of National Advertisers and the American Association of Advertising Agencies after such marketing giants as Procter & Gamble Co. warned Madison Avenue it needed to accelerate its efforts to understand and use interactive media.

Judy E. Black, who oversaw the report, said, "For the new media to succeed, they must offer the advertising industry acceptable measures of the advertising opportunities they deliver and a means to measure them against comparative alternatives." The relative lack of such assurances is a big reason advertising remains a minor revenue source for most interactive media.

Described as a working paper, the report called hits — which are a measure of the gross number of requests for information or files

reached from a Web site — "the least desirable level at which to measure cyberspace media."

That is because hits, though a popular form of measurement with interactive-media companies, are "a rubber yardstick" that overstates the demand for material by showing up as a form of usage regardless of whether the material is actually accessed.

"Hits" implies that the user has been exposed to the deeper material, which may never have been selected for display on the screen," the report said. Instead, it said, interactive media ought to adopt methods equivalent to those used by conventional media, which tally user information in more familiar — and more accurately measurable — areas such as demographics.

The coalition has the support of the Advertising Research Foundation, the New York-based organization that helped set standards for measuring print and broadcast media.

"We're building upon earlier work for earlier media," said Ms. Black, senior partner for new-media technologies and director for interactive development at the Bozell Inc. unit of the advertising agency Bozell, Jacobs, Kenyon & Eckhardt in New York.

Because marketers abhor a vacuum as much as nature does, more than a dozen companies, including the A.C. Nielsen unit of Dun & Bradstreet Corp., have offered methods for measuring the impact of ads in cyberspace. "Our interactive media research committee will be looking at what all the companies do," Michael J. Naples, president of the Advertising Research Foundation, said, "but the industry will decide which measurements it will embrace and not embrace."

Chrysler Chief Denounces Kerkorian

Compiled by Our Staff From Dispatches

NEW YORK — The chairman of Chrysler Corp. denounced Kirk Kerkorian in harsh terms Tuesday, accusing him of conducting a misinformation campaign to harass and discredit management.

Robert J. Eaton also criticized Jerome B. York, Chrysler's former finance chief, who became a top aide to Mr. Kerkorian last month. Mr. Eaton compared Mr. York to a hired gun who was hurting all Chrysler shareholders.

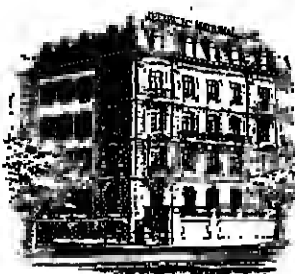
Mr. Kerkorian, through his company Tracinda Corp., failed in a spring buyout bid for Chrysler. He owns more than 14 percent of Chrysler's stock.

Mr. Eaton spoke before the Council of Institutional Investors, a group of pension funds that own Chrysler stock.

Their support for Mr. Eaton is critical in what has emerged as a prolonged battle for control of Chrysler's pension management against Mr. Kerkorian.

Mr. York responded by saying he would meet with Mr. Eaton to exchange views. He added that Tracinda has never sold Chrysler shares, while the carmaker's managers have.

(AP, Reuters)



Private banking headquarters of Republic National Bank (Swiss) in Geneva.

At Republic National Bank we believe that hard-earned wealth deserves to be nurtured and preserved. And so we run our bank according to one fundamental principle: to protect our clients' capital as we safeguard its purchasing power.

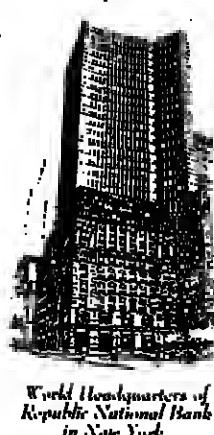
It is a simple principle upon which we base our brand of financial conservatism: private banking built upon rigor, discipline and prudence. This sophisticated

WEALTH THAT TOOK A LIFETIME
TO BUILD SHOULD BE TREATED
WITH THE PROPER RESPECT.

conservatism, vigorously pursued, has created a global private bank of exceptional stability, capable of weathering the roughest storms.

Indeed, Republic's capitalization ratio, on a risk adjusted basis, is three times as great as that required by the world's international banking regulators.

To our way of thinking, it is security as well as return that we must ensure each day. And in the process, to provide a unique quality of service, understanding and discretion.



World Headquarters of Republic National Bank in New York.

A wealth of integrity. Republic National Bank

A Safe Bank • New York • Geneva • London • Beijing • Beirut • Riyadh • Tokyo • Buenos Aires • Caracas • Cayman Islands • Copenhagen • Denver • Gibraltar • Gurnsey • Hong Kong • Jakarta • Los Angeles • Lugano • Luxembourg • Manila • Mexico City • Miami • Milan • Monte Carlo • Montevideo • Montreal • Moscow • Nassau • Paris • Porto • Punta del Este • Rio de Janeiro • Rome • Santiago • Singapore • Zurich • Tokyo • Toronto • Zurich

© Republic National Bank of New York, 1995

CURRENCY & INTEREST RATES

Cross Rates									
	\$	DM	FF	Yen	DM	FF	Yen	DM	FF
Amsterdam	1.14	2.52	1.197	82.06	0.995	1.447	1.289	1.281	1.287
Frankfurt	29.25	4.41	28.55	54.85	1.816	1.342	0.971	2.855	2.898
London (1)	1.585	—	2.274	1.547	2.592	2.582	4.703	1.532	1.535
Madrid	16.89	16.47	16.43	25.41	2.42	7.723	4.382	10.29	9.53
Paris	161.28	2.2515	1.1225	37.45	1.212	1.212	1.212	1.212	1.212
New York (1)	—	1.352	1.451	—	0.854	0.854	0.854	0.854	0.854
Porto	4.955	1.82	1.821	—	0.854	0.854	0.854	0.854	0.854
Tokyo	10.15	19.78	70.3	20.4	6.22	3.424	0.43	7.21	8.881
Zurich	1.204	2.189	0.924	8.28	0.822	0.822	0.822	0.822	0.822
1 ECU	1.361	1.245	0.855	0.278	0.677	0.754	3.754	—	1.149
1 SDR	1.289	1.289	1.289	2.184	1.289	1.289	1.289	1.289	1.289

Closures in Amsterdam, London, Milan, New York, Paris and Zurich. Quotes in other centers: Toronto rates at 3 p.m. 0: To buy one pound; 1: To buy one dollar; *: Units of 100; N.A.: not quoted; N.A.: not available.

Other Dollar Values									
Currency	Per \$	Currency	Per \$	Currency	Per \$	Currency	Per \$	Currency	Per \$
British pound	0.6937	British pound	0.6937	British pound	0.6937	British pound	0.6937	British pound	0.6937
Canadian dollar	0.7091	Canadian dollar	0.7091	Canadian dollar	0.7091	Canadian dollar	0.7091	Canadian dollar	0.7091
Swiss franc	1.3363	Swiss franc	1.3363	Swiss franc	1.3363	Swiss franc	1.3363	Swiss franc	1.3363
Japanese yen	109.35	Japanese yen	109.35	Japanese yen	109.35	Japanese yen	109.35	Japanese yen	109.35
French franc	6.5595	French franc	6.5595	French franc	6.5595	French franc	6.5595	French franc	6.5595
Italian lire	2.036	Italian lire	2.036	Italian lire	2.036	Italian lire	2.036	Italian lire	2.036
Spanish peseta	166.64	Spanish peseta	166.64	Spanish peseta	166.64	Spanish peseta	166.64	Spanish peseta	166.64
Portuguese escudo	200.48	Portuguese escudo	200.48	Portuguese escudo	200.48	Portuguese escudo	200.48	Portuguese escudo	200.48
Belgian franc	36.36	Belgian franc	36.36	Belgian franc	36.36	Belgian franc	36.36	Belgian franc	36.36
Dutch guilder	3.7603	Dutch guilder	3.7603	Dutch guilder	3.7603	Dutch guilder	3.7603	Dutch guilder	3.7603
Austrian schilling	13.7603	Austrian schilling	13.7603	Austrian schilling	13.7603	Austrian schilling	13.7603	Austrian schilling	13.7603
Irish pound	0.7875	Irish pound	0.7875	Irish pound	0.7875	Irish pound	0.7875	Irish pound	0.7875
Scottish pound	0.7057	Scottish pound	0.7057	Scottish pound	0.7057	Scottish pound	0.7057	Scottish pound	0.7057
Swedish krona	4.6633	Swedish krona	4.6633	Swedish krona	4.6633	Swedish krona	4.6633	Swedish krona	4.6633
Norwegian krone	4.7556	Norwegian krone	4.7556	Norwegian krone	4.7556	Norwegian krone	4.7556	Norwegian krone	4.7556
Finland mark	5.9457	Finland mark	5.9457	Finland mark	5.9457	Finland mark	5.9457	Finland mark	5.9457

Forward Rates									
	30-day	60-day	90-day	180-day	360-day	540-day	720-day	900-day	1080-day
US dollar	1.385	1.385	1.385	1.385	1.385	1.385	1.385	1.385	1.385
Japanese yen	1.141	1.141	1.141	1.141	1.141	1.141	1.141	1.141	1.141

Oct. 3					
Swedish		French Franc		Yen	ECU
6M-6M	6-6M	7-7M	5M-5M		
6M-6M	6M-6M	7M-7M	5M-5M		
6M-6M	6M-6M	7M-7M	5M-5M		
6M-6M	6M-6M	7M-7M	5M-5M		

Minimum minimum (or equivalent).

British			
Bank loan rate		6M	6M
1-month interbank		6M	7.00
3-month interbank		6M	6M
6-month interbank		6M	6M
1-year interbank		6M	6M
1-year Gilt		3.00	3.00

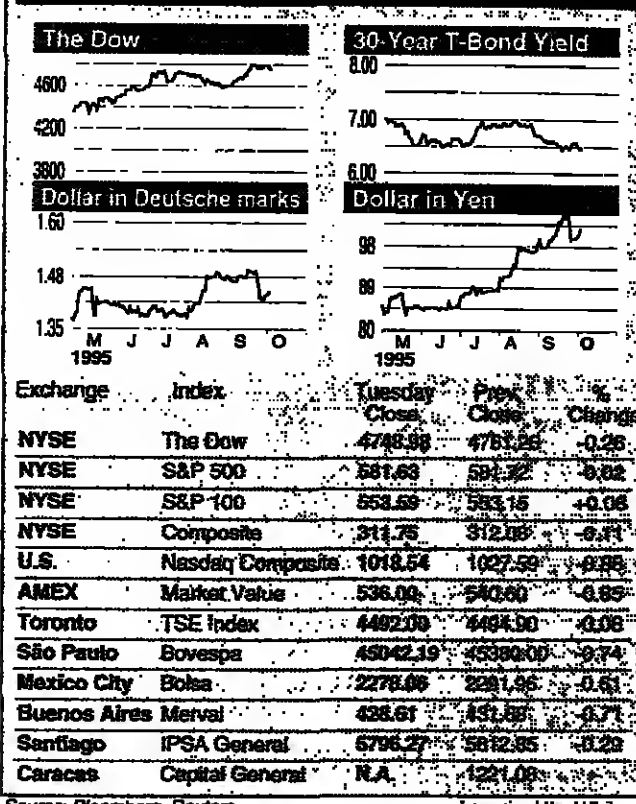
France			
1-month interbank		5.00	5.00
3-month interbank		5M	5M
6-month interbank		5M	5M
1-year interbank		6M	6M
1-year OAT		7.45	7.40

Sources: Reuters, Bloomberg, Credit Lyonnais.

Gold			
Toronto	A.M.	P.M.	Change
London	382.10	382.25	+ .15
New York	382.25	382.20	- .05
U.S. dollars per ounce, London official price			
Source: Reuters.			

THE AMERICAS

Investor's America



Very briefly:

Lockheed Planning Satellite System

WASHINGTON (Reuters) — Lockheed Martin Corp. said Tuesday it had applied for Federal Communications Commission approval to build, launch and operate a \$4 billion global communications satellite system, to be called Astrolink.

Vance Coffman, president of the company's Space & Strategic Missiles division, said Lockheed Martin would "vigorously" seek domestic and international partners and investors in the project, which will offer digital communications services, including voice, data, and video.

The move follows an announcement last week by Hughes Electronics Corp., a unit of General Motors Corp., that it was seeking regulatory approval for a \$3 billion, 15-satellite global communications system. Motorola Inc., TRW Inc., the International Mobile Satellite Organization and Loral Corp. all lead rival groups that are planning such systems.

Apple Computer Inc.'s chief financial officer, Joseph Graziano, is leading a move to oust Chief Executive Michael Spindler so that the company can be sold, sources said.

Rockefeller Center Properties Inc. decided not to sell \$10 billion of stock to an investor group led by Chicago financier Sam Zell. The company, which holds the \$1.3 billion mortgage on New York's bankrupt Rockefeller Center, also asked its advisers to review a \$296.5 million offer by a group including David Rockefeller, the family patriarch who resigned Monday from the Rockefeller Center board; Tishman Seyer Properties Inc., and a real-estate investment trust managed by Goldman, Sachs & Co.

Dean Witter Reynolds, a unit of Dean Witter Discover & Co., eliminated up-front hiring bonuses for account executives and changed other compensation practices in response to recommendations by the Securities and Exchange Commission designed to discourage "inappropriate transactions," the brokerage said.

Bloomberg, NYT, Reuters

After Cuts, New Woes for Newsday

By William Imler
New York Times Service

NEW YORK — For Newsday, the worst was supposed to be over by now.

Instead, it is becoming clear that the Long Island newspaper, once described as one of the best regional newspapers in the country, is struggling to move beyond the trauma that began with the closing of its New York City edition this summer.

The paper is completing a painful cost-cutting program, including voluntary buyouts, that led to the departure in recent weeks of more journalists than the paper's executives had predicted. Threatened layoffs were avoided, but the paper's total news staff is shrinking to 484 people from 724. That represents a cut of about 50 more jobs than Newsday expected when it closed the New York City edition.

Those departing through the buyout program include top-level newsroom managers, like the foreign editor, columnists and senior reporters, like the chief White House correspondent, and some of the paper's most promising young writers.

"Psychologically, it's very debilitating" for Newsday, said one longtime manager who insisted on not being identified. "It causes people to question: 'What is the vision for the journalistic mission?'"

Newsday has become a highly visible test of the theory taking hold in newspapers across the United States that sharp staff cutbacks won't affect readers. Mark H. Willes, chief executive of Newsday's parent, The Times Mirror Co., became the best known advocate of that theory when, after he closed New York Newsday in July, he ordered cuts of about 800 of Newsday's staff of 3,200 and overseas sharp reductions at other papers the company owns.

The cuts at Newsday and other Times Mirror papers, including the Los Angeles Times and The Hartford Courant, have

put Times Mirror in the spotlight, because of its reputation for quality, when the newspaper industry is under intense pressure to improve financial performance.

Everett E. Dennis, executive director of the Freedom Forum Media Studies Center in New York, said Mr. Willes's efforts to bring savings out of his newspapers were being watched carefully.

"You simply can't produce the same thing with fewer and perhaps less talented people," Mr. Dennis said. "A newspaper is a living organism. You cut off living tissue and the organism will go on, but it will be scarred."

After Newsday spent what executives said was more than \$60 million for the cost-cutting moves, so many of their journalists decided to take buyouts that Newsday's managers began furiously negotiating to keep some senior staff. The editors now plan to hire new journalists to fill some of the slots left empty.

At the same time, Newsday executives said, the paper's business managers have been under orders to get the annual profit margin up to about 17 percent, the average profit margin of several large newspaper companies, from about 7 percent. The publisher of Newsday, Raymond A. Jensen, refused to be interviewed.

All of Times Mirror's big newspapers have been adapting to changes since Mr. Willes became chief executive on June 1. David S. Barrett, editor of The Hartford Courant, said his staff was skeptical about whether his paper was still committed to serious, in-depth journalism after a buyout program reduced his news staff to 294 people from 342.

In Washington, Jim Mann, a foreign affairs reporter for The Los Angeles Times, said he had an unsettling experience this summer, when his paper discontinued its Washington edition.

Mr. Mann received a call from an aide to

Secretary of State Warren M. Christopher, who wanted to know how to get daily copies of the paper for Mr. Christopher. Mr. Mann had been told that the paper planned to deliver its regular edition to Capitol Hill the same day as its publication in time to help set Washington's agenda. But after he checked with his paper, Mr. Mann had to tell the aide that the Los Angeles Times was no longer available on the East Coast on the day of publication—even for the secretary of state.

But perhaps because of all the attention given to the shutdown of New York Newsday, the stresses felt at Newsday on Long Island may be the clearest barometer of the changes in the newspaper industry. Editors at the paper's headquarters in Melville said recent events had been so painful that there had been a kind of group grieving process.

"Sure, a lot of people are sad, upset, frustrated about what's happened," said Anthony Marro, the editor since 1987.

People at Newsday said Mr. Marro and Mr. Jensen were clearly unprepared for Mr. Willes's demand for sharp cuts.

Early this summer, the journalists at the paper said, the executives were so obviously worried about the prospect of layoffs that they suggested that Newsday staffers who could get a job elsewhere should do so and take the buyout. Only in September, toward the end of the eight-week buyout offer, did managers appear to realize that many of the paper's best journalists were fleeing.

Some former staffers said even the paper's top executives seem dispirited by demands for higher profits, possibly at the cost of Newsday's broader ambitions. "He took away their dream that someday they were going to be a major paper," said one journalist who echoed the words of many of his colleagues. "Now, it's going to be The Nassau County Daily Bugle."

Hints of G-7 Action Bolster the Dollar

Compiled by Our Staff From Dispatches

NEW YORK — The dollar rose across the board Tuesday amid expectations that the world's leading industrial nations would support it.

Concern rose that leading central banks might act soon to boost the dollar after Antonio de Sousa, governor of Portugal's central bank, told an interviewer that "there is a greater possibility for concerted intervention than there was some months ago."

Monetary officials of the Group of Seven nations — Britain, Canada, France, Germany, Italy, Japan and the United States — are to gather in Washington this weekend.

"There is clearly an idea that stabilization of the dollar is important," Mr. de Sousa added.

Mr. de Sousa's comment prompted "worry there may be preemptive intervention by the G-7," said David DeRosa, a director of foreign exchange trading at Swiss Bank Corp. in New York. "After all, it's a central banker talking about it."

Masayoshi Takemura, the finance minister of Japan, said he hoped the finance

officials would agree to maintain the dollar's recent climb against the yen.

At the least, many traders expect G-7 officials to affirm their April commitment calling for an "orderly reversal" of the dollar's declines against other major currencies. The dollar ended higher against major currencies in New York trading Tuesday. It rose to 1.4390 Deutsche marks, up from

1.4265 DM on Monday, and to 101.475 yen, up from 100.375. It also rose to 1.1596 Swiss francs, from 1.1515 francs, and to 4.9580 French francs, from 4.9240 francs.

The dollar slipped against the Canadian dollar, which hit a 20-month high. A U.S. dollar bought 1.3290 Canadian dollars, down from 1.3378 dollars Monday, amid predictions that a separatist referendum in Quebec this month would fail.

With expectations running high, the dollar might suffer if the G-7 fails to impress investors with its commitment to strengthening the dollar, traders said.

"If they don't come out with some statement or some action to support the dollar," Mr. DeRosa said, "the market's going to lose interest in this story pretty fast."

(Bloomberg, Reuters, AP)

Profit Warnings Drag Stocks Down

Compiled by Our Staff From Dispatches

NEW YORK — Stocks slid Tuesday as investors questioned whether third-quarter corporate earnings would meet expectations.

Auto, chemical and semiconductor stocks led the decline.

"Everybody is worried about third-quarter earnings," said Guy Truicko, a fund manager at Unity Management in Lake Success, New York. "A lot of

U.S. Stocks

commodity prices in paper and metals have leveled off. That's going to affect the bottom line of the basic-materials companies."

The Dow Jones industrial average fell 11.56 points, to 4,749.70. Declining issues outnumbered advancing ones on the New York Stock Exchange by a 7-to-4 ratio.

Bonds rose after a report showed major retailers saw a smaller-than-expected increase in business in September, allaying concern that brisk economic growth will spur inflation. The price of the benchmark 30-year Treasury bond rose 9/32, to 105 1/32, while its yield fell to 6.45 percent from 6.47 percent.

Investors heard from several companies Tuesday that warned that earnings would fall below forecasts in the latest quarter. Stock in Network Peripherals, for instance, plunged 5% to 10 1/4 after the maker of local-area networks for computers said earnings would come in at just half of analysts' estimates.

TGV Software revised its earnings estimate downward, and its shares fell 5 to 10 1/4. Another software developer, Concentra, fell 1 1/2 to 9 1/4 after it said its second-quarter earnings could drop as much as 85 percent.

"You have uneasiness in anticipation of the upcoming earnings season," said Jon Gervan, president of Ladenburg, Thalmann & Co. in New York. He added that expectations for strong profit increases in the technology sector have driven those stocks up for months, so some investors are taking profits before the actual reports.

The Nasdaq composite index, which includes many tech-

nology stocks, fell 7.14 points, to 1,020.45.

International Business Machines defied the slump in technology issues. IBM stock rose 1 1/2 to 94 1/4, after Lotus Development said 11 telecommunications companies would license Lotus Notes as their base platform for business data services on their networks. The services will include Internet access. IBM bought Lotus Development in June.

Companies with businesses closely tied to economic growth sank. Of the 30 stocks in the Morgan Stanley cyclical index, Motorola fell 1 1/2 to 74 1/2. International Paper dropped 1 to 40 1/4. Alcoa slid 1 1/2 to 50 1/4, while Georgia-Pacific fell 1 1/2 to 85 1/4. The index fell 3.68 points, to 341.36.

After a few months' lag, the economic slowdown that occurred in the second and third quarters of this year is being reflected in weaker sales and earnings at many companies, analysts said.

General Motors and Chrysler fell after the companies reported weaker-than-expected September sales. GM finished down 1 1/4 at 45 1/4, while Chrysler dipped 1 1/2 to 51 1/2.

Utility shares rose as investors expected falling Treasury bond yields to lower financing costs at such companies. The Dow Jones utilities average of 15 stocks gained 1.18 points, finishing at 216.58.

Transportation stocks suffered after USAir Group said late Monday it may sell itself or form an alliance with AMR Corp., the parent of American Airlines, or UAL Corp., the owner of United Airlines. USAir shares rose 1 to 12 1/2, but those of its potential partners fell. AMR dipped 2 1/2 to 68 1/2, while UAL slid 6 1/2 to 166 1/2.

The Dow Jones transportation index fell 28.79 points, to 1,925.23.

Shares in Bankers Trust New York fell 3/4 to 69 1/4 after a report said that eight additional customers of the bank holding company had been named in sealed documents filed in a lawsuit by Procter & Gamble regarding derivatives losses.

(Bloomberg, AP)

WORLD STOCK MARKETS

Tuesday, Oct. 3					High Low Close Prev.					High Low Close Prev.					High Low Close Prev.					High Low Close Prev.					High Low Close Prev.					High Low Close Prev.									
Prices in local currencies.					High Low Close Prev.					High Low Close Prev.					High Low Close Prev.					High Low Close Prev.					High Low Close Prev.					High Low Close Prev.									
Tel Aviv					Tel Aviv					Tel Aviv					Tel Aviv					Tel Aviv					Tel Aviv					Tel Aviv									
High	Low	Close	Prev.		High	Low	Close	Prev.		High	Low	Close	Prev.		High	Low	Close	Prev.		High	Low	Close	Prev.		High	Low	Close	Prev.		High	Low	Close	Prev.						
4800	4600	4400	4200	4000	4800	4600	4400	4200	4000	4800	4600	4400	4200	4000	4800	4600	4400	4200	4000	4800	4600	4400	4200	4000	4800	4600	4400	4200	4000	4800	4600	4400	4200	4000					
M	J	J	A	S	O	M	J	J	A	S	O	M	J	J	A	S	O	M	J	J	A	S	O	M	J	J	A	S	O	M	J	J	A	S	O				
1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995	1995					
NYSE	The Dow	4745.95	4751.50	-5.55	NYSE	The Dow	4745.95	4751.50	-5.55	NYSE	The Dow	4745.95	4751.50	-5.55	NYSE	The Dow	4745.95	4751.50	-5.55	NYSE	The Dow	4745.95	4751.50	-5.55	NYSE	The Dow	4745.95	4751.50	-5.55	NYSE	The Dow	4745.95	4751.50	-5.55	NYSE	The Dow	4745.95	4751.50	-5.55
NYSE	S&P 500	581.63	581.72	-0.09	NYSE	S&P 500	581.63	581.72	-0.09	NYSE	S&P 500	581.63	581.72	-0.09	NYSE	S&P 500	581.63	581.72	-0.09	NYSE	S&P 500	581.63	581.72	-0.09	NYSE	S&P 500	581.63	581.72	-0.09	NYSE	S&P 500	581.63	581.72	-0.09	NYSE	S&P 500	581.63	581.72	-0.09
NYSE	S&P 100	553.55	553.15	+0.40	NYSE	S&P 100	553.55	553.15	+0.40	NYSE	S&P 100	553.55	553.15	+0.40	NYSE	S&P 100	553.55	553.15	+0.40	NYSE	S&P 100	553.55	553.15	+0.40	NYSE	S&P 100	553.55	553.15	+0.40	NYSE	S&P 100	553.55	553.15	+0.40	NYSE	S&P 100	553.55	553.15	+0.40
NYSE	Composite	511.75	512.05	-0.30	NYSE	Composite	511.75	512.05	-0.30	NYSE	Composite	511.75	512.05	-0.30	NYSE	Composite	511.75	512.05	-0.30	NYSE	Composite	511.75	512.05	-0.30	NYSE	Composite	511.75	512.05	-0.30	NYSE	Composite	511.75	512.05	-0.30	NYSE	Composite	511.75	512.05	-0.30
AMEX	Nasdaq Composite	1018.54	1027.50	-8.96	AMEX	Nasdaq Composite	1018.54	1027.50	-8.96	AMEX	Nasdaq Composite	1018.54	1027.50	-8.96	AMEX	Nasdaq Composite	1018.54	1027.50	-8.96	AMEX	Nasdaq Composite	1018.54	1027.50	-8.96	AMEX	Nasdaq Composite	1018.54	1027.50	-8.96	AMEX	Nasdaq Composite	1018.54	1027.50	-8.96	AMEX	Nasdaq Composite	1018.54	1027.50	-8.96
AMEX	Market Value	538.00	540.00	-2.00	AMEX	Market Value	538.00	540.00	-2.00	AMEX	Market Value	538.00	540.00	-2.00	AMEX	Market Value	538.00	540.00	-2.00	AMEX	Market Value	538.00	540.00	-2.00	AMEX	Market Value	538.00	540.00	-2.00	AMEX	Market Value	538.00	540.00	-2.00	AMEX	Market Value	538.00	540.00	-2.00
Toronto	TSE Index	4402.00	4404.00	-2.00	Toronto	TSE Index	4402.00	4404.00	-2.00	Toronto	TSE Index	4402.00	4404.00	-2.00	Toronto	TSE Index	4402.00	4404.00	-2.00	Toronto	TSE Index	4402.00	4404.00	-2.00	Toronto	TSE Index	4402.00	4404.00	-2.00	Toronto	TSE Index	4402.00	4404.00	-2.00	Toronto	TSE Index	4402.00	4404.00	-2.00
Sao Paulo	Bovespa	45042.19	45000.00	+42.19	Sao Paulo	Bovespa	45042.19	45000.00	+42.19	Sao Paulo	Bovespa	45042.19	45000.00	+42.19	Sao Paulo	Bovespa	45042.19	45000.00	+42.19	Sao Paulo	Bovespa	45042.19	45000.00	+42.19	Sao Paulo	Bovespa	45042.19	45000.00	+42.19	Sao Paulo	Bovespa	45042.19	45000.00	+42.19	Sao Paulo	Bovespa	45042.19	45000.00	+42.19
Mexico City	Bolsa	2278.66	2281.66	-3.00	Mexico City	Bolsa	2278.66	2281.66	-3.00	Mexico City	Bolsa	2278.66	2281.66	-3.00	Mexico City																								

Belgian Budget Criticized **Tax Increases Likely to Slow Economy**

Ms. van der Gulik was even more pessimistic, saying she would revise her 1.9 percent growth forecast downward. But Peter Praet, chief economist at Generale Bank, said economic sentiment could actually improve because the government abandoned ideas for a new wealth tax or a general levy to support the social-welfare system.

Prime Minister Jean-Luc Dehaene defended the budget, saying it met the overriding goal of reducing the deficit to the Maastricht treaty ceiling of 3 percent of gross domestic product. That was essential to keep Belgium in the running to participate in a single currency in 1999, and to reduce the cost of servicing the country's massive debt, he said.

"That is higher than most people expected," said Ellen van der Gultik, chief economist at J.P. Morgan & Co. in Brussels. "They haven't done anything in this budget that changes the public-finance problem in a structural way."

In an acknowledgement that the measures were likely to depress the economy, a central argument of Maastricht critics, the government forecast growth would run at a rate of 2.2 percent in 1996. That is below the 2.5 percent forecast previously by the Organization for Economic Cooperation and Development.

By keeping the rise in overall spending down to 1 percent, below the projected annual inflation rate of 2.2 percent, the budget will cut government spending as a share of economic output to 46.6 percent from 48.3 percent. The tax burden will ease to 43.9 percent of GDP from 44.1 percent.

Assuming the government hits its deficit target, national debt would fall to 131.1 percent of GDP from 134.2 percent this year. Although more than double the Maastricht ceiling of 60 percent, Mr. Dehaene said the budget would start a sustained debt reduction that should qualify Belgium for a single currency.

There was no immediate reaction in markets, where the Deutsche mark remained steady at 20.565 Belgian francs and yields on 10-year bonds were virtually unchanged.

VIENNA — Investors snapped up shares of West-Alpine Stahl AG in its initial public offering Tuesday, but analysts said Austria's ability to secure domestic backing would make or break its most recent privatization.

After only a few hours on the Vienna Bourse, shares in the raw steel producer had been oversubscribed three times, Bank Austria, lead manager of the offering, said.

The subscription period, initially scheduled to last until Thursday, was closed at the end of trading Tuesday because of high demand.

But with shares set at what analysts called a "supermarket price" of 285 schillings (\$28.23), the successful flotation of V A Stahl came as no surprise.

"In comparison to all other Vienna stocks, the pricing is sensationally cheap," a dealer in Vienna said.

"It was priced so cheaply that it was bound to well, at least in the short term," Felicity With, an analyst at Hoare Govett in London, said, adding that she had expected a share price of 300 to 350 schillings.

Austria's state industry holding company, AG, offered 9.33 million of its VA Stahl

shares at 100 schillings per share, a price Mr. Smith described as "desperate."

Ms. Smith said the touchstone of success would be the domestic investor base backing the stock. The Vienna Bourse's inability to attract domestic buyer interest has been a stumbling block for the stock market, she said.

Recent steep slides in the share price of some Austrian companies due to delayed announcements of disappointing earnings had cost a certain amount of investor confidence, Ms. Smith said.

But an analyst in Vienna said Austrian investors led the buying Tuesday, showing that the privatization had cemented domestic support.

As an added inducement, the company has announced that all its shares are entitled to full dividends for 1995. The company has said it hopes to pay a base dividend of 10 percent and a yearly bonus based on company results.

In August the company announced first-half pretax profits of 1.99 billion schillings and forecast similar results in the second half due to continued high demand for steel.

Peter Strahammer, chairman of the steelmaker, has said demand continued to exceed the company's production capacity.

Compiled by Our Staff From Dispatches

LONDON — Two Texaco companies raised the ante Tuesday in a fight for control of Norweb PLC, the latest target in a series of takeover attempts in Britain's electric industry.

Texas Energy Partners PLC, joint venture of Houston Industries Inc. and Central & South West Corp., said its bid value for Norweb at £10.85 per share, 1 pence above a rival offer from North West Water PLC.

Analysts said they expected the bidding war to continue, particularly since North West Water is in the same region as Norweb, and could benefit from buying it more than the U.S. utilities would.

"This could go on for a long time," said Chris Perry, an analyst with Charterhouse Tilne Securities. "I think North West Water can afford to go a lot higher, maybe up to £12."

Stock in Norweb rose 1 pence, to £10.83. North West Water shares fell 1 penny, to 588 pence.

Texas Energy originally agreed to buy Norweb for £1.7 billion after Norweb rejected a £1.58 billion hostile bid from North West Water earlier in September. On Sept. 28, North West Water raised its offer to £1.72 billion.

"In view of the proximity of the values of the two increased offers," the board of Norweb said it would "not be recommending either offer to share holders for the time being."

The increased offer by Texas Energy Partners is the latest development in a series of takeover bids for cash-rich British utility companies this year. In just the last month alone, there have been four other bids.

Hanson PLC has agreed to purchase Eastern Group PLC for £2.5 billion, Southern Co. of Atlanta has taken control of South Western Electricity, and Scottish Power PLC is fighting

On Monday, National Power PLC bid \$4.4 billion for Southern Electric PLC in a move that would create a combined generation-and-distribution company in England and Wales.



• L'Union des Assurances de Paris SA said first-half net profit fell 6 percent, to 806 million francs (\$163.2 million); the company expects its insurance business to improve but said overall results would depend on market conditions.

- **Christian Dior SA** said first-half net profit rose 23 percent, to 516 million francs, as sales rose 11 percent, to 13.81 billion francs.
- **Telefonios de España SA** shares fell 5 percent, to 1,640,817.96 pesetas.

• Telefonica de España SA shares fell 5 pesetas, to 1,640 (\$13.26), as retail investors sold to lock in profit from a discount given by the government in its recent sale of 12 percent of the company. Retail buyers only paid 1,615 pesetas, compared with 1,637 pesetas for institutional investors.

• Iberia Airlines of Spain is close to selling as much as 75 percent of its 83.5 percent share in Aerolíneas Argentinas in a move to reduce its debt, according to the Spanish newspaper El Mundo.

● Philips Electronics NV is to launch a service in Britain this month that will offer access to the Internet through its CD-I interactive compact disk player, which plays music, movies and games through television sets. *AFP, AEX, Bloomberg*

Bloomberg Business News 277 million punts (\$447.3 mil-

LONDON — Aram Energy PLC said Tuesday that a study it commissioned values its assets at 76 percent more than the \$254 million bid made by its hostile suitor, Atlantic Richfield Co. of Los Angeles.

But analysts dismissed the study, which bases its evaluation on Aran's prospects in a little-explored offshore oilfield in the north Atlantic Ocean, as "wild speculation."

The study, by Scientific Software-Intercomp of Houston, values Dublin-based Aran at \$100 million, says John S. Herold in Stamford, Connecticut. "They have nothing to go by."

U.S. STOCK MARKET DIARY

Indexes					Most Active				
Dow Jones					NYSE				
Open	High	Low	Last	Chg.	NYSE	Vol.	High	Low	Chg.
Index	4245.42	4242.64	4241.10	62.70	+1.54	103229	179%	124%	Chg.
Trans.	109.28	109.28	109.28	19.23	+0.29	103229	179%	124%	+1.17
Indus.	192.28	192.28	192.28	19.23	+0.29	103229	179%	124%	+1.17
Com.	10.10	10.10	10.10	1.10	+0.11	103229	179%	124%	+1.17
Std. & Poor's	10.10	10.10	10.10	1.10	+0.11	103229	179%	124%	+1.17
Standard & Poor's					NASDAQ				
Open	High	Low	Last	Chg.	NYSE	Vol.	High	Low	Chg.
Indus.	40.24	40.24	40.24	0.24	+0.24	103229	179%	124%	+1.17
Trans.	10.28	10.28	10.28	1.23	+0.29	103229	179%	124%	+1.17
Com.	10.28	10.28	10.28	1.23	+0.29	103229	179%	124%	+1.17
Indus.	10.28	10.28	10.28	1.23	+0.29	103229	179%	124%	+1.17
Trans.	10.28	10.28	10.28	1.23	+0.29	103229	179%	124%	+1.17
Com.	10.28	10.28	10.28	1.23	+0.29	103229	179%	124%	+1.17
Indus.	10.28	10.28	10.28	1.23	+0.29	103229	179%	124%	+1.17
Trans.	10.28	10.28	10.28	1.23	+0.29	103229	179%	124%	+1.17
Com.	10.28	10.28	10.28	1.23	+0.29	103229	179%	124%	+1.17
NYSE					NASDAQ				
Open	High	Low	Last	Chg.	NYSE	Vol.	High	Low	Chg.
Comstock	212.26	212.26	212.26	+0.61	Comstock	114.01	214	214	+0.61
Comstock	212.26	212.26	212.26	+0.61	Comstock	114.01	214	214	+0.61
Trans.	212.26	212.26	212.26	+0.61	Trans.	114.01	214	214	+0.61
Indus.	212.26	212.26	212.26	+0.61	Indus.	114.01	214	214	+0.61
Com.	212.26	212.26	212.26	+0.61	Com.	114.01	214	214	+0.61
Indus.	212.26	212.26	212.26	+0.61	Indus.	114.01	214	214	+0.61
Trans.	212.26	212.26	212.26	+0.61	Trans.	114.01	214	214	+0.61
Com.	212.26	212.26	212.26	+0.61	Com.	114.01	214	214	+0.61
NASDAQ					NYSE				
Open	High	Low	Last	Chg.	NYSE	Vol.	High	Low	Chg.
Comstock	212.26	212.26	212.26	+0.61	Comstock	114.01	214	214	+0.61
Comstock	212.26	212.26	212.26	+0.61	Comstock	114.01	214	214	+0.61
Trans.	212.26	212.26	212.26	+0.61	Trans.	114.01	214	214	+0.61
Indus.	212.26	212.26	212.26	+0.61	Indus.	114.01	214	214	+0.61
Com.	212.26	212.26	212.26	+0.61	Com.	114.01	214	214	+0.61
Indus.	212.26	212.26	212.26	+0.61	Indus.	114.01	214	214	+0.61
Trans.	212.26	212.26	212.26	+0.61	Trans.	114.01	214	214	+0.61
Com.	212.26	212.26	212.26	+0.61	Com.	114.01	214	214	+0.61
NYSE					NASDAQ				
Open	High	Low	Last	Chg.	NYSE	Vol.	High	Low	Chg.
Comstock	212.26	212.26	212.26	+0.61	Comstock	114.01	214	214	+0.61
Comstock	212.26	212.26	212.26	+0.61	Comstock	114.01	214	214	+0.61

INTERNATIONAL FUTURES

INTERNATIONAL FUTURES

Oct 3, 1995

	High	Low	Close	Chg	Open		High	Low	Close	Chg	Open
Grains											
CORN (CBOT)											
1,000 bushels per bushel											
Dec 95	3.174	3.174	3.174	0.00	3.174	Nov 95	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	Dec 95	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Est. vol. N.A. 100,000						Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Dec 95	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Est. vol. N.A. 100,000						Dec 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174	3.174	3.174	0.00	3.174	Mar 96	3.174	3.174	3.174	0.00	3.174
Mar 96	3.174	3.174	3.174	0.00	3.174	May 96	3.174	3.174	3.174	0.00	3.174
May 96	3.174	3.174	3.174	0.00	3.174	Aug 96	3.174	3.174	3.174	0.00	3.174
Aug 96	3.174	3.174	3.174	0.00	3.174	Nov 96	3.174	3.174	3.174	0.00	3.174
Nov 96	3.174	3.174	3.174	0.00	3.174	Est. vol. N.A. 100,000					
Est. vol. N.A. 100,000						Nov 95	3.174	3.174	3.174	0.00	3.174
Nov 95	3.174										

SPORTS

Bills Top Browns on Late Kick

The Associated Press
CLEVELAND — The no-huddle offense and the Buffalo Bills are very much alive.

"That's the offense we shine on," Jim Kelly said Monday after he drove Buffalo to the winning field goal in the closing seconds of a 22-19 National Football League victory over the Cleveland Browns. "That's the offense I love. That's the offense that carried us to four Super Bowls in the past."

Buffalo, which had little success trying a more conventional approach at the start of the season, spent most of the game in the hurry-up — its trademark during a run of four straight Super Bowl appearances.

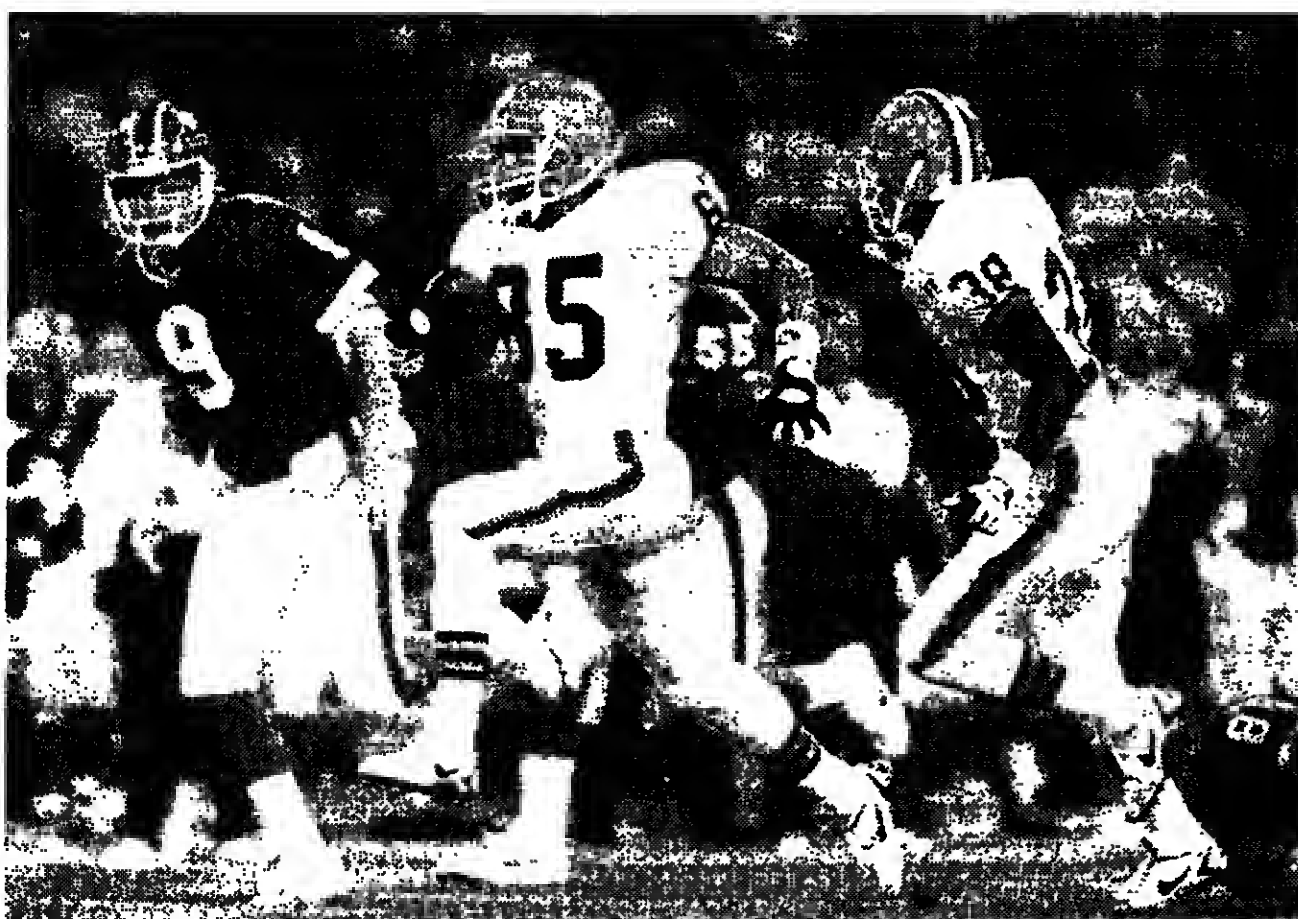
Kelly looked as comfortable as ever, particularly when it mattered. Starting at his own 26 with the game tied and less than four minutes to play, he hit Russell Copeland with a 20-yard pass, then let Thurman Thomas take the ball into field-goal range with runs of 4, 4, 8 and 18 yards.

The drive set up Steve Christie for a 33-yard attempt, which on this night was anything but a sure thing. Christie had already missed a 22-yard attempt and an extra-point try, and his first chance at the winning kick also sailed to the left.

But the Browns, trying to worry him, called timeout before the Bills got the play off, and that gave Christie another opportunity. He nailed it, with five seconds left.

Kelly, who came into the game having hit less than 42 percent of his passes, hit 27 of 34 for 256 yards, including TDs of 14 yards to Justin Armour and 41 yards to Andre Reed.

The pass to Reed with 6:30 left should have given Buffalo a 20-16 lead, but Christie missed the extra point. The Browns capitalized, tying it at 19 when Matt Stover kicked his fourth field goal on their next possession.



Cleveland's Derrick Alexander bursting away to score on a 69-yard punt return. But Buffalo had the final say, 22-19.

Bulls Acquire Rodman

The Associated Press
DEERFIELD, Illinois — The Chicago Bulls, figuring they were missing a strong rebounder who could make them a champions again, have found one — the game's best.

But will Dennis Rodman bring more trouble and headaches with him when he joins the team this week?

"It's risk-reward as you go through this kind of thing," the Bulls coach, Phil Jackson, said Monday after the Bulls acquired Rodman from the San Antonio Spurs for Will Perdue. "Sometimes life gets really boring, and you need to spice it up."

Rodman will do that. He'll not only grab 17 rebounds a game but will do it in an assortment of colors — hair colors, that is. Orange, green, red, blond. He'll be sporting as many earrings as he wants, and tattoos, too.

The Bulls can handle all that. But showing up late, missing practices, taking his shoes off and sitting on the sideline floor during a game — the Bulls hope not to see that from Rodman, who's making \$2.5 million this season.

Rodman, 34, has led the NBA in rebounding the last four seasons, averaging 17.7. His career averages are 12.5 rebounds and 8.2 points.

SIDELINES

NBA Sets All-Star Voting Abroad

NEW YORK (AP) — Fans around the world will select the lineups for next year's National Basketball Association All-Star Game under an expanded voting procedure announced Tuesday.

Ten million ballots will be distributed in more than 2,100 Foot Locker shoe stores in Hong Kong, Australia, Europe and North America starting Nov. 8.

Another five million ballots will be distributed in the NBA's 29 arenas the same day. Balloting concludes Jan. 12.

Taiwan May Bar Magic Johnson

TAIPEI (AP) — Health officials said Tuesday they were considering whether to allow Magic Johnson, who has the AIDS virus, to visit Taiwan with his All-Star basketball team Oct. 30 to Nov. 2.

Taiwan bars entry of people who have major contagious diseases, including the virus which causes AIDS. But Chang Po-ya, director general of the Department of Health, said Johnson may be allowed in if he can convince the government he will raise awareness of AIDS.

Last Act of a Victim and Star

International Herald Tribune
LONDON — Albert Johanneson, a delicate craftsman of the wing who thrilled thousands for a decade, died in solitude last week.

His body was found Friday by policemen who entered his tower block flat in Leeds, England. It may have been there for two days but, though Johanneson was only 55, the death certificate will read "Natural Causes."

That is an official lie. Albert Johanneson, born black in South Africa, was a man, a star, who was born and died a victim of apartheid.

He was ill at ease in the spotlight of fame. Articulate mainly with a soccer ball at his feet, he moved with quick, wispy control. No one tutored Albert, and few could work out the mechanics, the improvisation nature put into him. Albert could trick most white men he played against. Yet he remained socially subservient to the end.

Discrimination conditioned him. He aspired to nothing more than being a cobbler, a mender of shoes in Johannesburg. And though he was lifted from that by an ability to put boot to ball, the upbringing crippled his self-esteem.

Many Englishmen and women, blind to his color and adoring of his class, tried to befriend Albert never let it happen. He slipped out of fame's decade, out of the circle of stardom. He became intermittently a hobo, a recluse wandering the canal wharfs of Leeds.

His social stiffness was more than shyness. His marriage failed, and few now know where Norma, his Jamaican-born wife, and their two daughters went.

The former family home in a desperate Leeds area was boarded up. From time to time, when the Leeds United team he graced held reunions, people tried to invite him. When he could be found, he might promise to turn up, but those were promises diluted by alcohol and methylated spirits.

Ultimately, his death had the same pitiable ring, the suspicion that perhaps it was a release, as that of Garrincha, the little bird of three Brazilian World Cups who similarly perished around life's half time a dozen years ago.

Garrincha, so named after the native Brazilian he'd hunted in childhood, came to soccer with a withered leg, the legacy of polio. He turned that impediment into a tool of unorthodoxy with which to bend the flight of the ball, to swerve away from defenders.

Like Johanneson, Garrincha was a broken wing when it came to the sporting after-life. He abandoned his wife and seven daughters, passed through alcoholic institutions, and for two days after his death went unidentified.

But whatever led Garrincha — alias Manoel Francisco dos Santos — to that end it cannot have been apartheid. Brazil, long before he performed in the side of Pelé, Vava, Zagalo, was famous for recruiting any child from any background so long as he had the gift.

Johanneson, by contrast, was on the threshold of manhood before he dreamed of football. He was recommended to Leeds by an African school teacher who saw him kick a ball for the first time at 18 and marveled at the uninhibited innocence.

From 1960 to 1969, Johanneson played 194 games for Leeds, scoring 67 goals and setting up many more. He was the first black immigrant to play in a Wembley Cup Final; he scored five times in his eight European appearances. Fans recall his goal on Easter Monday, 1964, against Newcastle United: "Our Albert," they say, "danced with the ball. He sidestepped three of them, saw the keeper coming, and chipped it into the net."

Belief, next to talent, is the sportsman's triumph. Johanneson could not summon it consistently. Some insinuated that he was too timid to impose his flair, but Billy Bremner, the Leeds skipper of those days, recalled: "Albert had no confidence. He could play, he was bloody quick, and Bobby Collins could sometimes get him up, get him going. But it was as if Albert couldn't believe it was happening to him, as if he thought a black man wasn't entitled to be famous."

South African apartheid had its English abettors. There were spectators who baited Johanneson with vile Zulu chants, fullback who kicked him because they thought black men lacked courage.

The stigma stuck to Johanneson. After a series of leg injuries, he slipped down to lower division soccer with York City, and succeeding blackwashed brands followed.

Slowly, the awareness dawned that black athletes were not exactly falling behind in power events. Slowly, soccer managers woke up to the folly of stereotyping, and perhaps saw it as a weakness of the white mind.

Now, as Albert Johanneson is laid to rest in a pauper's grave, the game has turned full circle. Leeds a couple of seasons ago took two young players — Phil Masinga and Lucas Radebe — from Soweto and tried to recreate the Johanneson years. The jury is still out on their progress.

Radebe has suffered injuries. Masinga has flattered to deceive. But while they, the Johanneson apprentices, are on the fringe, a new and expensive Leeds hero has center stage.

The club paid £3.4 million to hire Tony Yeboah, a Nigerian who had met racism while playing for Eintracht Frankfurt in Germany. Yeboah is England's current sensation.

Big, strong and fearless, he scores, almost every week, goals of breathtaking quality. Leeds United is building a multimillion-pound commercial enterprise off the broad back of its latest example of color blindness.

Albert has gone. But he left his mark, he opened the door, and the only thing he leaves on the conscience of observers like me is the fact that we publicize his last act. He would have preferred to have gone quietly.

Rob Hughes is on the staff of The Times

SCOREBOARD

BASEBALL

Major League Standings

FINAL STANDINGS			
AMERICAN LEAGUE			
East Division			
Team	W	L	Pct.
Boston	86	58	.597
New York	79	64	.553
Baltimore	71	73	.493
Texas	60	84	.417
Toronto	56	88	.389

Central Division			
Team	W	L	Pct.
Cleveland	100	44	.694
Kansas City	70	74	.486
Chicago	68	76	.472
Minnesota	65	79	.451
Minnesota	56	88	.389

West Division			
Team	W	L	Pct.
Seattle	72	66	.519
California	78	67	.538
Texas	70	74	.486
Oakland	67	77	.465

NATIONAL LEAGUE			
East Division			
Team	W	L	Pct.
Atlanta	69	75	.479
New York	67	75	.471
Philadelphia	67	75	.471
Florida	67	75	.471
Montreal	67	75	.471

Central Division			
Team	W	L	Pct.
St. Louis	85	59	.590

West Division			
Team	W	L	Pct.
Los Angeles	78	66	.543
San Diego	77	67	.535
San Francisco	67	77	.465

Pacific Division			
Team	W	L	Pct.
Los Angeles	82	47	.635
Seattle	69	58	.543
San Diego	65	57	.531
Nippon Ham	59	67	.469
Dais	54	72	.431
Kintetsu	49	76	.395

AMERICAN LEAGUE			
Team	W	L	Pct.
Los Angeles	82	47	.635
Seattle	69	58	.543
San Diego	65	57	.531
Nippon Ham	59	67	.469
Dais	54	72	.431
Kintetsu	49	76	.395

NATIONAL LEAGUE			
Team	W	L	Pct.
Los Angeles	82	47	.635
Seattle	69	58	.543
San Diego	65	57	.531
Nippon Ham	59	67	.469
Dais	54	72	.431
Kintetsu	49	76	.395

AMERICAN LEAGUE			
Team	W	L	Pct.
Los Angeles	82	47	.635
Seattle	69	58	.543
San Diego	65	57	.531
Nippon Ham	59	67	.469
Dais	54	72	.431
Kintetsu	49	76	.395

NATIONAL LEAGUE			
Team	W	L	Pct.
Los Angeles	82	47	.635
Seattle	69	58	.543
San Diego	65	57	.531
Nippon Ham	59	67	.469
Dais	54	72	.431
Kintetsu	49	76	.395

AMERICAN LEAGUE			
Team	W	L	Pct.
Los Angeles	82	47	.635
Seattle	69	58	.543
San Diego	65	57	.531
Nippon Ham	59	67	.469
Dais	54	72	.431
Kintetsu	49	76	.395

NATIONAL LEAGUE			
Team	W	L	Pct.
Los Angeles	82	47	.635
Seattle	69	58	.543
San Diego	65	57	.531
Nippon Ham	59	67	.469
Dais	54	72	.431
Kintetsu	49	76	.395

FOOTBALL

NFL Standings

AMERICAN CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

NATIONAL CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

AMERICAN CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

NATIONAL CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

AMERICAN CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

NATIONAL CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

AMERICAN CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

NATIONAL CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

AMERICAN CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

NATIONAL CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

AMERICAN CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

NATIONAL CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

HOCKEY

NHL Standings

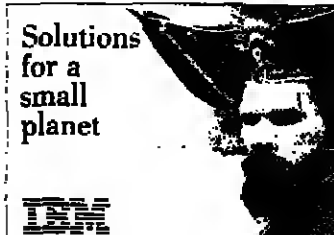
AMERICAN LEAGUE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

NATIONAL CONFERENCE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

AMERICAN LEAGUE			
Team	W	L	Pct.
Atlanta	4	0	1.000
San Francisco	3	1	.750
San Diego	2	2	.500
San Francisco	1	3	.250
New Orleans	1	4	.200

THAT SOMEONE IS WATCHING ME?

10-4 S. Schick



Now Is the Season To Love Baseball

By Thomas Boswell
Washington Post Service

WASHINGTON — No matter what your opinion on eight-hour doubleheaders in July or labor negotiations that make the polar ice cap look like its moving at light speed, there's only one response to baseball in October. You got to dig it the most.

If you love baseball, obviously the postseason is heaven. You're psyched to see Greg Maddux, wearing an oxygen mask, short-circuit the synapses of Dante Bichette. Larry Walker and Andres Galaraga in that mile-high joke ballpark in Denver. You saw those Indians score 17 runs on closing day, so you figure they're ready to turn Fenway Park into an outdoor pinball arcade.

But even if you're out of love with the game, this part of the baseball year is still so good, so much more intense than the rest, that if you miss it, you're a chump. After the glorious job he did on the Angels, you don't want to see Randy Johnson pitch with his heart rate at 150 and his adrenal flow like a high-test gas pump? Yeah, right.

Vantage Point

The Big Unit could be the first man to fan 21 and main 21 in the same game. Have you ever seen a third-base coach give signs and administer last rites?

For 11 months a year, it's permissible — pretty boring, but permissible — to indulge in cocktail party chitchat about how Baseball is in Decline. But, in October, now that we actually have an autumn with baseball, you've got to hush up and enjoy the fireworks. The game itself — not baseball the discussion topic — is on display at the moment. And it's never, not in 127 years, been more explosive or unpredictable.

What have we got on display? Just about every major star in the sport. If you listed a 25-man all-star team of the most charismatic players in the game, perhaps only a handful — like Cal Ripken, Frank Thomas and Barry Bonds — are missing. Basically, with an eight-team postseason format, the huge majority of the most appealing players in the sport are on the stage.

There'll be moments when the goofy Baseball Network will be switching like a berserk video game from an Albert Belle tater to a Barry Larkin twin killing to a Roger Clemens rocket to a Raul Mondesi peg to the plate. Many have mocked the idea of having four games in progress simultaneously during this week's first round of play, with constant cut-away highlight shots of "other games in progress."

We've even got Major Market Mania. For an appetizer (since they may not be around long enough to partake in the main meal), we've got both the New York Yankees and the Los Angeles Dodgers. What's October without Yanks and Bums?

We've got Don Mattingly in the first playoff series of his career. He even hit a home run Sunday to help New York clinch the wild card. It's delightfully a pure measure of how long George Steinbrenner has screwed up the Yankees that The Don has played in more than 1,800 games and not one of them has really mattered.

The Yankees have a longshot chance to go the World Series. You need two arrogant starting pitchers, a closer who throws bullets and some veteran hitters who aren't scared of the spotlight. Say hello to David Cone, Jack McDowell, John Wetteland, Wade Boggs, Paul O'Neill, Ruben Sierra and Mattingly. The '85 Royals, '87 Twins and '88 Dodgers were worse.

Speaking of Dodgers, this season's Angelinos have Hideo Nomo, the most fun pitcher to watch since Mark (The Bird) Fidrych. And he's pitching to Mike Piazza, who's so ludicrously gifted that he plays at a level matched in the last 40 years by only one catcher — Johnny Bench. Piazza's production per at bat in his first three seasons is almost identical to Roy Campanella's. Watch Piazza hit. Could this career 322-batter swing any harder, could he be any more mortally certain of the precise location of the baseball, if it were perched stationary on a tee?

This postseason has a vast range of flawed but appealing characters who need all the help they can get. The infant Rockies, in their third year of existence, have the worst earned run average in the National League. As for the patchwork wild-card Red Sox, they've made the most errors in the American League and have only one starting pitcher with an ERA under 4.00; unfortunately, that ace is knuckleballer Tim Lincecum, who's spent the last month getting shellacked.

Maddux has won his last 18 decisions on the road — the all-time record. But what will he do on Tuesday against a Rockies team that has given him one of his two defeats in a 19-2 season? What if he gets hit in the leg by a fluke line drive and gets beaten, as happened against the Phillies with the pennant on the line in 1993? Then, what will all his records be worth?

Cleveland may have more .300 hitters than Murderers Row (six to five), plus four solid starters, the game's premiere reliever and the best winning percentage of any team since 1954. But what if Wakefield's knuckleball mesmerizes them into a team funk?

Yes, finally, after a two-year wait, it's that time again. Remember, one night the score can be 15-14 and the next 1-0. Or you can be one strike away from the world title and, sure enough, they'll hit it right to Bill Buckner. Randy Bush will probably drive in the only run of the seventh game of the Series in the 10th inning. Get ready. It's going to come after you, night after night — real baseball, postseason baseball. Don't forget to be cynical.

Face it. You might as well give up. You haven't got a chance. It's October. And baseball always wins.

Johnson and Mariners Fell Angels to Win AL West

The Associated Press

SEATTLE — With their future in Seattle at stake, the Mariners and Randy Johnson put a little more pressure on the Washington state legislature by wrapping up the American League West title.

"This year was so important to baseball in Seattle," said Manager Lou Piniella. "You can win division titles in other years. But this is a key year to keep baseball in this town by getting a new stadium built."

Johnson pitched a three-hitter, struck out a dozen and walked only one as the Mariners beat the California Angels, 9-1, on Monday to claim the first division title in their 19-year history.

A Kingdom crowd of 52,356 screamed from Johnson's first pitch to his last pitch — No. 126 — in a game that figures to have a big impact with the state's politicians, who are facing an Oct. 30 deadline from the Mariners' owners.

Faced with losses of \$30 million this season and \$67 million in the 3 1/2 years they have owned the team, the owners have said they will put the Mariners up for sale at month's end unless Governor Mike Lowry and lawmakers approve a plan to finance a new, outdoor baseball stadium with a retractable roof.

Johnson, a 6-foot-10 left-hander with a menacing stare and an even more menacing 94-mph fastball and slider, got the Mariners to their one-game playoff with the Angels.

And he carried them into the playoffs for the first time with a



The Seattle Mariners swamping Randy Johnson, who pitched a three-hitter to stifle the Angels, 9-1, and win the title.

masterful performance. The Angels were shut out until Tony Phillips led off the California ninth with his 27th homer when the score was 9-0.

A jubilant Piniella embraced Johnson after watching him eliminate a team that led Seattle by 13 games on Aug. 2.

"We've been riding Randy's shoulders all year, and this was

no exception," Piniella said. "He's proved over and over again why he's the best pitcher in this league and why he deserves the Cy Young Award."

Johnson, who pitched a no-hitter for the Mariners against Detroit in 1990, was perfect for 5 2/3 innings Monday. Then Rex Hudler, his minor-league roommate in Indianapolis in

1988, singled sharply through the right side.

The Mariners got an RBI single from Vince Coleman in the fifth inning, but the Angels were still in the game going into the seventh, trailing only 1-0.

With the bases loaded and two outs, the Mariners' shortstop, Luis Sojo, hit a ball past first baseman J.T. Snow that

wound up in the Angels' bullpen for three RBIs.

Sojo then came home on a throwing error by Mark Langston for a 5-0 Seattle lead.

The Mariners added four runs in the eighth off the bullpen.

After the game, the Mariners left for New York to play the Yankees in a best-of-5 series beginning Monday night.

With Johnson likely able to pitch only one game of the series, do the Mariners have a chance?

"I don't mean to sound like Sparky Anderson, but the Yankees have a huge advantage," Piniella said. "They're rested and strong at home. But we'll be ready to play."

The Playoffs

DIVISION SERIES
(Best-of-Five)

AMERICAN LEAGUE

Tuesday, Oct. 3
Boston (Clemens 10-5) at Cleveland (Dwight Gooden 12-5)

Seattle (Randy Johnson 18-11) at New York (Dwight Gooden 10-5)

Wednesday, Oct. 4
Boston at Cleveland

Seattle at New York

Friday, Oct. 6
Cleveland at Boston

New York at Seattle

Saturday, Oct. 7
Cleveland at Boston

New York at Seattle

Sunday, Oct. 8
Cleveland at Boston

New York at Seattle

NATIONAL LEAGUE

Tuesday, Oct. 3
Cincinnati (Schwarzenegger 18-17) at Los Angeles (Randy Johnson 17-7)

Atlanta (Maddux 19-2) at Colorado (Ritz 11-11)

Wednesday, Oct. 4
Cincinnati at Los Angeles

Atlanta at Colorado

Friday, Oct. 6
Colorado at Atlanta

Los Angeles at Cincinnati

Saturday, Oct. 7
Colorado at Atlanta

Los Angeles at Cincinnati

Sunday, Oct. 8
Colorado at Atlanta

Los Angeles at Cincinnati

All necessary

The Playoffs: A Bit of Old, a Bit of New But Reaching the Postseason Is Only the Beginning

By Murray Chass
New York Times Service

NEW YORK — The Seattle Mariners, in a rare playoff for first place, won their way into baseball's postseason party for the first time in their 19-year existence.

The Cleveland Indians, whose 100 victories in a 144-game season represented a remarkable achievement, will play a postseason game Tuesday night for the first time since 41 years.

The Colorado Rockies have reached the playoffs faster than any of the other 11 expansion teams. The Yankees, the franchise with the most World Series championships in their resume, have ended their longest postseason drought since they began winning pennants in 1921.

For the Atlanta Braves, though, their presence in the National League division series against the Rockies marks their fourth consecutive appearance in the NL playoffs. They didn't make it last year, but then neither did anyone else.

The Mariners, the Indians, the Rockies and the Yankees, not to mention the Cincinnati Reds, the Los Angeles Dodgers and the Boston Red Sox, are happy to be here. Not that the Braves aren't, but this week

isn't enough. Nor would next week, the League Championship Series, be sufficient.

For this postseason to be satisfactory for the Braves, they not only have to reach the World Series for the third time in four seasons, but they also have to win it. That's because they didn't win it in any of their previous recent forays into October.

In 1991, the Braves lost to the Minnesota Twins in seven games, falling 1-0 to Jack Morris's seven-hit shutout. They went six games with the Toronto Blue Jays in 1992, losing the last game, 4-3, on Dave Winfield's two-run double in the 11th inning. In 1993, Philadelphia short-circuited the Braves' return to the World Series, beating them in six games in the NL championship series.

"We won our division and that's great, but it's not what we want," said Tom Glavine, the Braves' senior starting pitcher. "We want to win the World Series. The excitement hasn't been the same to this point because we've accomplished this already."

As the Braves, whose 90 victories were eclipsed only by the Indians, neared the NL East title, the veterans among them discussed clinching protocol. "There was a lot of talk

about are we going to have any kind of celebration," Glavine said. "A lot of guys felt the same way. We've been here, we've done this. This isn't what it's about. But in the end, there are a lot of guys in here who haven't been through that and it's not fair to them to shut them out from that feeling so you go ahead and do it."

At the same time, though, in the midst of the celebration Sept. 13, Glavine and his fellow veterans provided perspective for the newer players.

"We all made that pretty clear the night we clinched," Glavine said. "You go around, shake guys' hands and say we've had a great year, we're where we want to be right now, but this is only one of four steps so let's not get too excited about where we are. This isn't the end; this is just the beginning of where we want to get so let's keep that in mind."

The first stop on the Braves' World Series championship itinerary is Denver. It was there that the Braves clinched the division championship after losing two straight to the Rockies for the first time.

They return with Greg Maddux and his 1.63 earned run average starting the three-of-five-game series for them. The Braves, whose .250 batting average is the league's second lowest, will face Kevin Ritz, whose 11-11 record makes him the only pitcher Don Baylor had in double digits.

The pairing pits the league's best pitching staff (3.44 ERA, 1,087 strikeouts) against its most prodigious offense (282.785 runs, 200 home runs).

In the other NL series, the Reds play in Los Angeles, sending Pete Schourek, a surprising 17-game winner, against Ramon Martinez, who with 17 victories leads the Dodgers' staff.

The Dodgers, whose offensive punch is provided by Mike Piazza, Eric Karpis and Raul Mondesi, have the second-best pitching staff but the worst defense. Ron Gant, Reggie Sanders and Barry Larkin will test both.

The Indians were so clearly the best AL team, people can't understand why they don't have home-field advantage instead of playing the first two games at home, then the rest in Boston. But no field has been a disadvantage for the Indians. Besides having the best home record, 54-18, they had the best road record, 46-26.

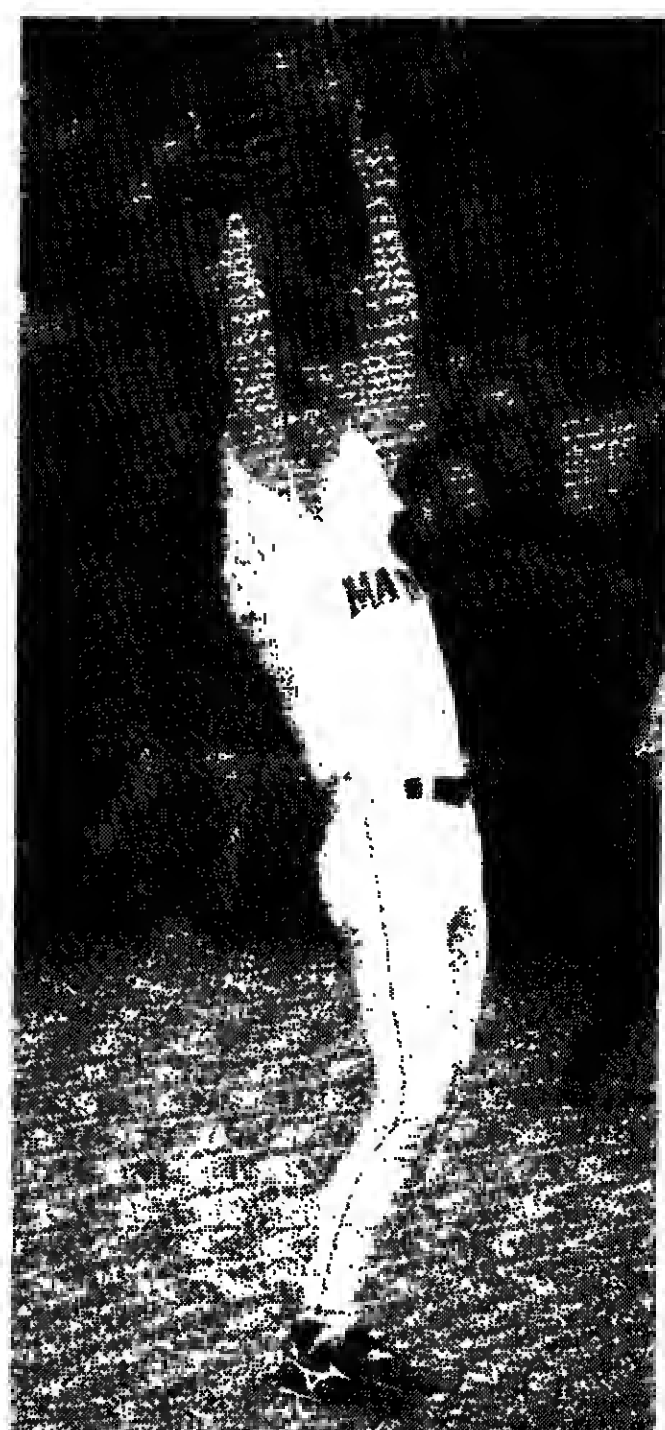
If they have anything working against them, it's that this is their first time in the playoffs and they carry the weight of 40 years of negative history.

Wade Boggs, the Yankees' third baseman, who played in three playoffs with the Red Sox, remarked generally Monday that "you don't know what to expect when it's your first."

The Indians have the AL's most potent offense, led by Albert Belle, whose 30 home runs were nearly one-fourth of the team's 207. The Red Sox pitchers will be hard pressed to stifle Manny Ramirez (31 homers), Jim Thome (25), Paul Sorrento (25) and Eddie Murray (21).

Worse for the Red Sox's prospects, two of their top three starting pitchers have struggled recently. After dazzling hitters with his knuckleball and amassing a 14-1 record and 1.65 ERA, Tim Lincecum staggered through his last 10 starts, compiling a 2-7 record and 5.60 ERA in those outings.

Erik Hanson, who will start the second game after Roger Clemens pitches Tuesday, had a 13-4 record and 3.76 ERA, but in his last six starts, he had a 2-1 record and a 6.25 ERA.



Randy Johnson, triumphant against California, was set to take on the Yankees in New York on Tuesday night.

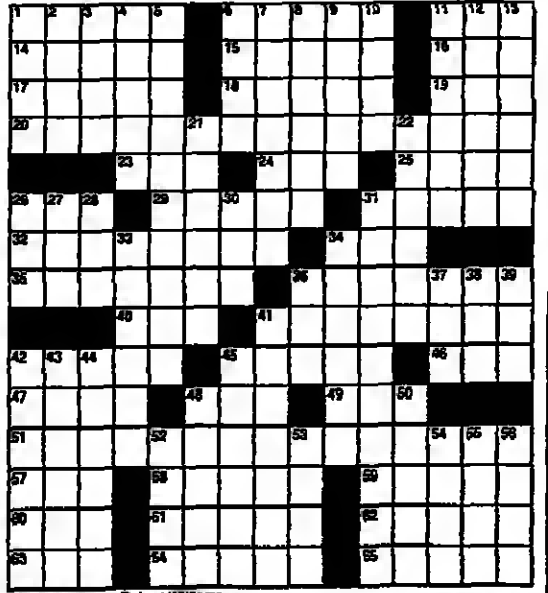
CROSSWORD

ACROSS

- 1 National park in Alberta
- 6 Reversal of Fortune star
- 11 Black shade
- 14 January in Juarez
- 15 After a film
- 16 Adam's madam
- 17 Man of La Mancha

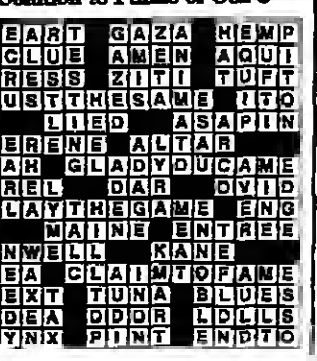
DOWN

- 1 Unsurpassed
- 2 Freshly
- 3 Hawaiian goose
- 4 Piece of a palm
- 5 Gold rush participant
- 6 Jordan neighbor
- 7 Tanks up
- 8 Musical sights
- 9 Breast-feed
- 10 Sports figure
- 11 Saint honored on September 30
- 12 Tennis's Goolagong
- 13 Tightening muscle
- 14 Navy clerk
- 15 "Couldn't agree with you more"
- 16 "How was — know?"
- 17 Plunk procedure
- 18 Wrap up
- 19 Cave-dwelling fish
- 20 Old Glory feature
- 21 Less cluttered
- 22 Andrew elster
- 23 Verbal defiance
- 24 Nutrition abbr.
- 25 (what an awful joke!)
- 26 Ogle
- 27 Biblical sage
- 28 Sell out
- 29 Pakistani city
- 30 Comments to the audience
- 31 Old Chrysler make
- 32 Gift of the Magi
- 33 Chick's cry
- 34 New Mexico art colony
- 35 Mare's hairs
- 36 "Dies —"
- 37 Actress Nadia
- 38 Reverse, e.g.



Puzzle by Wayne Robert Williams
© New York Times/Edited by Will Shortz

Solution to Puzzle of Oct. 3



A world leading information management company dedicated to transforming business and government to enrich people's lives.

UNISYS

ESORTS & GUIDES

BELGRAVIA ORCHIDS

LONDON PARIS GENEVA ZURICH
Escort Agency, Credit Cards Welcome
TEL: LONDON

0171 589 5237

EUROPEAN ESCORTS AGENCY
Moscow + Milano + Paris + Frankfurt
Geneva + Strasbourg + Luxembourg
Lyon + Zurich + Vienna + Rome
United States: LONDON + GENEVA
whole world. Reservations
CALL 0044-1-743 2138
CALL 0044-1-743 2138

INTERNATIONAL ESCORTS

Geneva - Worldwide
Tel: 212-465-7000 New York, USA
Major Credit Cards Accepted

INT'L ESCORT SERVICE

LONDON
TEL: 0171 603 3013

*** ZURICH *** BHANUBHALLA ***
Escort Service
Credit cards accepted
Tel: 011-341 50 56

INTERNATIONAL CLASSIFIED

(Continued From Page 4)

ELITE Escort Service

NEW YORK CITY
1-800-464-4467

ARISTOCATS Escort Service

3 Shaftesbury St. London W1
0171 258 0090

AMSTERDAM FIRST CLASS

Escort Service & Dinner Dates
Please call: 020-6405049

** ZURICH ** VIOU **

Escort Service, Credit cards accepted.
Tel: 077 / 63 83 32

CHISEA ESCORT SERVICE

51 Broadcamp Place, London SW3.
Tel: 0171-384 6513

GENEVA LOVELY WOMAN

Escort Service
Please contact 021 / 33 99 61

GENEVA FIRST W O MAN

Escort Service 345 00 87 Escort Agency
+ BASEL, LAUSANNE, MONTREUX
Tel: 022 202 14 40

GENEVA EXECUTIVE

Escort Agency, Credit Cards Accepted.
Tel: 022 788 97 71

** PARIS & LONDON **

Escort Service London (071) 394 5145

CHENE DE LA CREME ESCORT Ser-

vices, Los Angeles, Tel: 0213-9737
4414, Fax: 0213-489 9655 USA
Tel: 022 / 723 63 52 - 077/29220

GENEVA INTERNATIONAL

Escort Service
Tel: 022 / 723 63 52 - 077/29220

*** DEBUTANTE ***

Escort Service
Tel: 022 / 723 63 52 - 077/29220

GENEVA LOVELY WOMAN

Escort Service
Please contact 021 / 33 99 61

GENEVA FIRST W O MAN

Escort Service 345 00 87 Escort Agency
+ BASEL, LAUSANNE, MONTREUX
Tel: 022 202 14 40

GENEVA EXECUTIVE

Escort Agency, Credit Cards Accepted.
Tel: 022 788 97 71

** PARIS & LONDON **

Escort Service London (071) 394 5145

LONDON *** MALE

Escort Service
Tel: 0171-384 6513

AMSTERDAM DREAMS ESCORTS

Escort Service
Tel: 0171-384 6513

GENEVA ESCORT SERVICE

LONDON
PLEASE PHONE 0171 225 3314

MUNICH WELCOME

Escort & Guide Agency
CALL 089-071 23 14 or 072/270 169

RED ROSES Escort Service

Frankfurt, Tel: 072/270 1666
All cards welcome

VERONA PARIS ZURICH ESCORTS

High Society Int'l Escort Service
Venice + 4-63-558 41 64 all cards

EMILY LAURA

Escort Service
Tel: 0171 384 6513

GENEVA ESCORT SERVICE

LONDON
PLEASE PHONE 0171 225 3314

GENEVA ESCORT SERVICE

LONDON
PLEASE PHONE 0171 225 3314

TO OUR READERS IN GERMANY

It's never been easier to subscribe and save - just call our Frankfurt office toll-free
0130 84 85 85 or fax 069-175413.

OBSERVER

Where It's At Now

By Russell Baker

NEW YORK—I am turning over a new leaf. Giving up my old stick-in-the-mud ways. Kissing the past goodbye.

So long, you old past, you. I am going modern. Starting today I want to do nothing ever again that is not as up-to-date as the telemarketing call I just received.

It was a cure for baldness they were telemarketing. At two minutes past 2 o'clock in the afternoon. Talk about the glories of living up to date! Your old granddaddy never got a phone call at 2:03 P.M., offering him a bargain in a brand new head of hair, did he now?

Mine didn't. He didn't need it, because he had a full head of hair till he died. But if he had needed it, it would have been: "Tough buns. Granddaddy. You were born 50 years too soon for the scalp-enhancing benefits of telemarketing."

Me too. Don't need it. But it's good knowing it would have been there for me if I had needed it.

These sentences here. Not complete. These sentences. That's because they're modern sentences. Saying goodbye to those old-fashioned sentences with subject, predicate and all that. So long, you old sentences, you. Because I want to be where it's at.

I want to fax things.

I want to downsize.

I want to cut a deal worth billions. Sell out to Disney. I want to pull down \$100 million like Ted Turner for selling out to Time Warner.

I want a tax cut. Something that'll give me the incentive to invest my \$100 million in other businesses. Businesses that will make new jobs for all the people I downsized.

I want to send E-mail. Because it's fast. Immediate. The immediate way to communicate. The old me recoiled when people said "communicate."

Didn't know what communicating was. Thought it was just a lot of noise generated because everybody suddenly had powerful noise generators to fill the hours when they would otherwise have had nothing to do but think.

What a messback. The old me, I mean. Gone now, though. Now I want to communicate just like everybody else. Want to fax. Want to send E-mail. Want to leave messages on voice mail. Messages on other people's phone-answering machines. Want to tell them to phone my answering machine and communicate about when and how we can enjoy interpersonal communication.

I want to communicate interpersonally. Want to leave a message on my own phone-answering machine.

I want to phone somebody on radio and tell my problem. Tell the whole radio world: "I'm really terrifically satisfied with my life these days. What's wrong with me?"

I want to drive around in an \$80,000 German convertible, and a \$50,000 English safari truck, and a Detroit pickup truck named Clyde with tires eight feet in diameter, and a gun rack in the back window, and a six-pack on the seat.

I want to be courted at lunch by ruthless dynamos of the entertainment world and get called away on my pocket cellular phone. Want to appear in the nude on the cover of Vanity Fair. Want Avedon to photograph me looking ghastly for The New Yorker.

I want, want, want, want... Oh, all the lovely nothings! New York Times Service

By Bernard Weinraub
New York Times Service

LOS ANGELES—It has been a long, arduous journey for Carl Franklin, a journey in which the 46-year-old movie director and former actor teetered for years on the edge of financial disaster, endured harsh personal ordeals and remained committed to a career that seemed to be going nowhere.

"Just starting to come out of it," he said the other day with a laugh.

The comment is a bit of an understatement. His latest and biggest film, "Devil in a Blue Dress," starring Denzel Washington as Easy Rawlins, the main character in the mystery novels of Walter Mosley, opened to strong reviews last week.

The film, which follows "One False Move," his acclaimed thriller about three Los Angeles cocaine dealers who flee to an Arkansas town, has placed Franklin in the top tier of filmmakers.

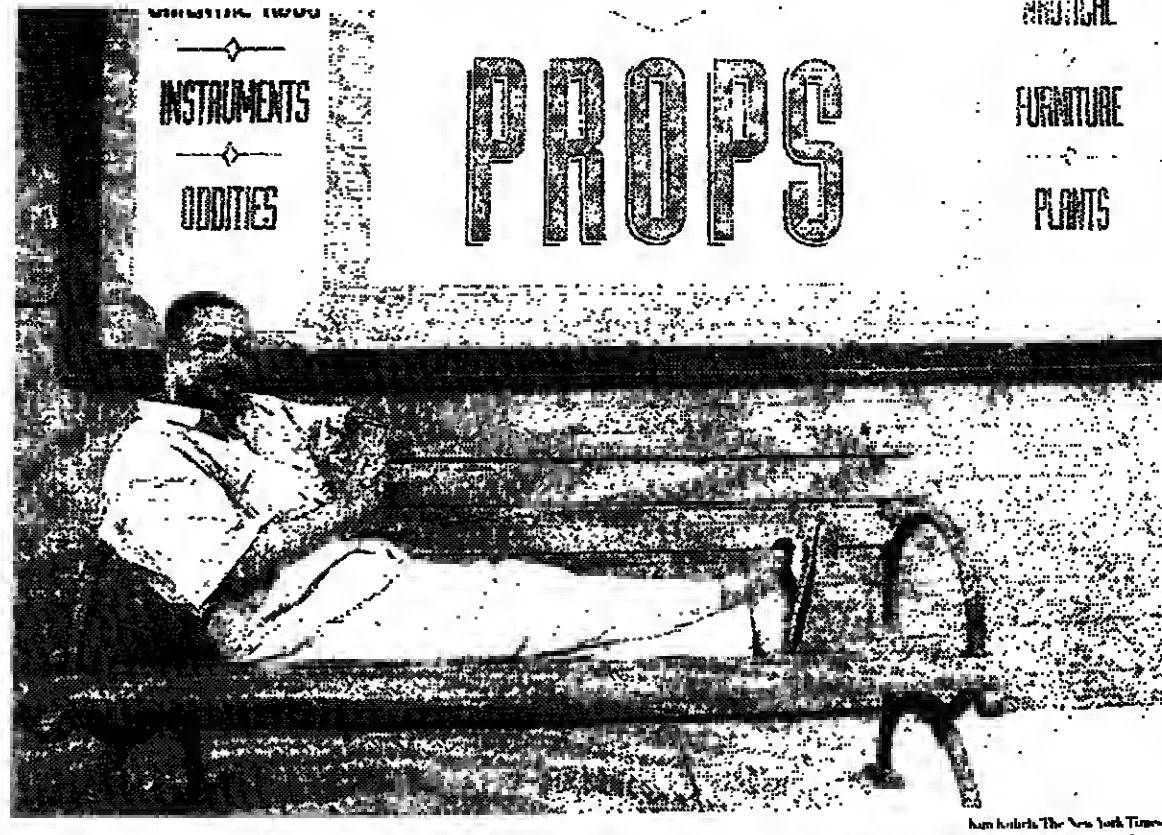
It delights him that his emergence has been so sudden that, when "One False Move" was released in 1992, most studios were unaware that he was black. In fact he is a rarity in Hollywood: a black man who has been offered films without racial themes.

"Most of the stuff that has come to me has been mainstream and not black material," said Franklin, a former actor.

"I've gotten action stuff, I've gotten dramas, I've gotten quirky art projects. I've been in touch with Geena Davis about projects, with Dustin Hoffman, with Warren Beatty, with Willem Dafoe."

Franklin is not boasting. His talent, especially for dark, elegant films, is unquestioned. In "Devil in a Blue Dress," which he adapted from the Mosley novel, Rawlins, who has been fired from his job and has house payments to make, finds himself drawn into a web of blackmail, murder and sleazy city politics.

The film's antecedents are the novels of James M. Cain and Raymond Chandler, with overtones of "Chinatown," Roman Polanski's classic



Carl Franklin, director of "Devil in a Blue Dress," on the Sony Pictures lot in Calver City, California.

L.A. noir. The big difference in this film is that many of the key characters are black, and Franklin thoroughly identifies with them.

"I love film noir, but this film is really social realism married to film noir," he said, sipping a late afternoon cappuccino in an empty, outdoor cafe. "It's about people I know, people I grew up with, a guy, Easy Rawlins, who's a veteran of World War II, who's working at an 8-to-5 job, who bought a little house, who's established a kind of superficial version of the American dream."

"Then he loses his job and gets introduced into the subterranean world where the American dream truly exists. He gets introduced into a world where crooked deals are made and there's all this dirty laundry of the

movers and shakers. It opens his eyes, and he manages to navigate these waters, coming out reasonably morally and physically intact."

Washington decided he wanted to work with Franklin immediately after seeing "One False Move."

"I had wanted to play Easy Rawlins for a while," the actor said, "and then I saw 'One False Move' and I said to myself, 'This guy Carl Franklin is right.' The film was just different. It was scary. It was odd. There was a certain realism about it, but it was also surreal."

Washington called Franklin "a real actor's director, maybe because he has acted." He went on: "He gets under the skin of the actors. He knows actors. He keeps experimenting. He never, ever, goes after the obvious."

Franklin said that in his early life in the blue-collar shipyard town of Richmond, California, he had been surrounded by struggling and resilient black men like Easy Rawlins.

Franklin is the son of a brick mason who died suddenly, before he was born, and a cleaning woman who was partially blinded by laundry solution and was barely able to work. He attended the University of California at Berkeley in the 1960s, intending to become a lawyer or teacher, but stumbled into acting when a teacher asked him to read for a role in Strindberg's "Miss Julie."

In 1971 he moved to New York, where he played minor roles in "Cymbeline" and "Timon of Athens" for Joseph Papp's Shakespeare in the Park. He also appeared

in several plays at Lincoln Center and at the Arena Stage in Washington.

But he was constantly broke, and living in New York left him uneasy and lonely. He returned to California, doing stage work and some television.

"I did them to pay the bills. I kept getting really disillusioned with acting, but I needed those jobs because I was married. I had two children, three with my stepdaughter."

By the mid-1980s Franklin was, he acknowledged, at loose ends. He had been divorced once, and his second marriage was collapsing. He made plans to produce and write a film that resulted in his mortgaging and losing his house.

In 1986, in a desperate attempt to stay in the business and learn to write and direct, Franklin applied to the American Film Institute. "There were stories I wanted to tell," he said. He earned a master of fine arts degree in directing at the film institute, and began working as a feature director for Roger Corman's Concorde Films.

"They called me on a Thursday and asked me to turn in a treatment by Monday, something that had to be shot in the Philippines," Franklin recalled. He spent five months directing the movie, about the Vietnam war. "I won't tell you the name of it," he said with a smile.

Returning to Los Angeles, he completed his thesis film, "Punk," about a black, fatherless youngster who is terrified of a molester. The film drew the attention of Jesse Beaton, an independent producer who became Franklin's partner.

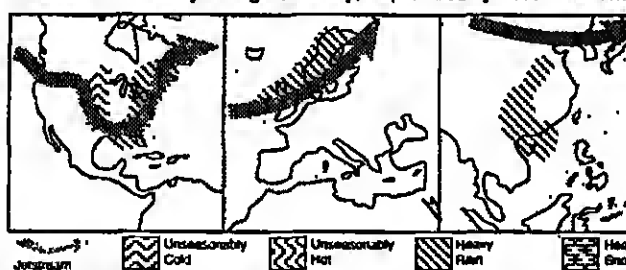
In its first weekend, "Devil in a Blue Dress" was No. 3 at the box office, behind "Seven" and "Halloween: The Curse of Michael Myers." It was a disappointment for Franklin and Tristar Studios, where the film was made. "Somehow the response in the theaters is not commensurate with the amount of people seeing it," he said. "It's an adult film, not an action film. Our hope is that mature audiences will go to see it. Maybe it'll build."

He laughed. "You never know about the movie business, do you?"

WEATHER

Forecast for Thursday through Saturday, as provided by AccuWeather.

Europe	Today	High	Low	High	Low	High	Low
Algeria	26/20	16/11	24/15	17/12	24/15	17/12	24/15
Amsterdam	17/12	13/05	18/14	10/50	18/14	10/50	18/14
Antwerp	16/14	10/07	21/10	8/43	21/10	8/43	21/10
Athens	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Barcelona	26/20	18/09	25/17	16/81	25/17	16/81	25/17
Belgrade	24/15	13/06	23/13	13/56	23/13	13/56	23/13
Berlin	19/16	11/02	18/14	7/44	18/14	7/44	18/14
Birmingham	18/14	12/03	20/18	8/46	20/18	8/46	20/18
Bombay	23/15	18/09	24/15	18/09	24/15	18/09	24/15
Buenos Aires	13/05	11/02	14/07	7/44	14/07	7/44	14/07
Calcutta	27/18	18/09	25/17	16/81	25/17	16/81	25/17
Cardiff	16/11	11/02	18/14	7/44	18/14	7/44	18/14
Cebu	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Chennai	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Colombo	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Copenhagen	13/05	11/02	14/07	7/44	14/07	7/44	14/07
Costa Rica	27/18	18/09	25/17	16/81	25/17	16/81	25/17
Dublin	16/11	11/02	18/14	7/44	18/14	7/44	18/14
Edinburgh	13/05	11/02	14/07	7/44	14/07	7/44	14/07
Geneva	18/14	12/03	20/18	8/46	20/18	8/46	20/18
Helsinki	13/05	11/02	14/07	7/44	14/07	7/44	14/07
Hong Kong	26/20	17/12	23/13	18/14	23/13	18/14	23/13
London	17/12	13/05	18/14	10/50	18/14	10/50	18/14
Los Angeles	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Madrid	27/18	18/09	25/17	16/81	25/17	16/81	25/17
Manchester	13/05	11/02	14/07	7/44	14/07	7/44	14/07
Moscow	13/05	11/02	14/07	7/44	14/07	7/44	14/07
Mumbai	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Nairobi	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Paris	18/14	12/03	20/18	8/46	20/18	8/46	20/18
Perth	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Phoenix	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Rangoon	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Rio de Janeiro	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Rome	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Sao Paulo	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Seoul	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Shanghai	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Singapore	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Sydney	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Taipei	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Tokyo	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Yokohama	26/20	17/12	23/13	18/14	23/13	18/14	23/13



North America
Hurricane Opal will make landfall along the Gulf coast, then move rapidly northward to bring a 12- to 24-hour period of torrential rain and strong winds to the eastern states. Rain from another system will dampen Chicago and St. Louis. Dry weather will continue along the West Coast.

Middle East	Today	High	Low	High	Low	High	Low
Abu Dhabi	30/22	26/19	36/27	25/77	36/27	25/77	36/27
Bahia	27/18	18/09	25/17	16/81	25/17	16/81	25/17
Bombay	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Calcutta	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Damascus	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Jerusalem	26/20	17/12	23/13	18/14	23/13	18/14	23/13
London	17/12	13/05	18/14	10/50	18/14	10/50	18/14
Manila	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Moscow	13/05	11/02	14/07	7/44	14/07	7/44	14/07
Nairobi	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Paris	18/14	12/03	20/18	8/46	20/18	8/46	20/18
Perth	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Phoenix	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Rangoon	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Rio de Janeiro	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Rome	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Sao Paulo	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Seoul	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Shanghai	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Singapore	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Sydney	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Taipei	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Tokyo	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Yokohama	26/20	17/12	23/13	18/14	23/13	18/14	23/13

Asia	Today	High	Low	High	Low	High	Low
Bangkok	31/18	25/77	32/80	24/75	32/80	24/75	32/80
Beijing	18/14	12/03	20/18	8/46	20/18	8/46	20/18
Hong Kong	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Manila	26/20	17/12	23/13	18/14	23/13	18/14	23/13
New Delhi	30/22	26/19	36/27	25/77	36/27	25/77	36/27
Seoul	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Shanghai	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Singapore	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Taipei	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Tokyo	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Yokohama	26/20	17/12	23/13	18/14	23/13	18/14	23/13
London	17/12	13/05	18/14	10/50	18/14	10/50	18/14
Paris	18/14	12/03	20/18	8/46	20/18	8/46	20/18
Perth	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Phoenix	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Rangoon	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Rio de Janeiro	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Rome	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Sao Paulo	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Seoul	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Shanghai	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Singapore	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Sydney	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Taipei	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Tokyo	26/20	17/12	23/13	18/14	23/13	18/14	23/13
Yokohama	26/20	17/12	23/13	18/14	23/13	18/14	23/13

PEOPLE

A cancer institute who lost his parents to cancer donated \$100 million toward a cancer institute in the largest single financial contribution ever to U.S. medical research and the second-largest to a